

# AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture  
Chief Exponent Of The American Nursery Trade

Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.

Vol. XXX

ROCHESTER, N. Y., SEPTEMBER, 1919

No. 3



## The Norway Maple

represents the hardiest, shapeliest, and in every way the most desirable permanent shade tree in the Nursery trade

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Princeton in New Jersey



## AMERICAN NURSERYMAN--September, 1919

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.10 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

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RALPH T. OLCOTT  
Editor Manager

AMERICAN FRUIT PUBLISHING COMPANY, INC.

35 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Use printed stationery, or enclose business card, when writing.  
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Rochester, N. Y.



**B**USINESS announcements in this Chief  
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# American Nurseryman

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ROCHESTER N. Y., SEPTEMBER, 1919

No. 3

### A Nurseryman's Discussion of the Subject of "Misfits."

AT page 46 of the last issue of the *American Nurseryman* we commented upon an editorial in the *Rural New Yorker* on the subject of misfit trees, referring to the opportunity before the American Association of Nurserymen in the case as a matter of policy. We remarked that the officers of the A. A. N. have repeatedly asked the opinions of members and their wishes with regard to topics which should command the attention of the national organization. The question was then asked: Is the subject worthy of discussion?

The result is that out of a membership of four hundred leading nurserymen in the national association, only one has had time or inclination to respond to our query. This one, however, John Watson, Princeton, N. J., has so admirably covered the subject in behalf of the Nursery Trade that there would seem to be little more to be said, except in corroboration of his statements. He has written to the editor of the *Rural New Yorker* as follows:

Some one has sent me a copy of your issue of July 19th, marking your leader on "Misfit Trees" which I have read with interest. As the subject is one of vital concern not only to planters but also to nurserymen, I may, perhaps, be permitted some comment.

Let us frankly admit that there is a lot of complaint about "misfit trees" and just as frankly concede that some of that complaint is just. The important thing is to fix responsibility and find a way to have less of it, because that would be constructive.

Consider how small a part of an orchard investment is represented by the cost of the trees. Weigh that against the cost of the land or the value of its use; figure out the cost of preparing the land, planting, pruning and spraying the trees, their care and cultivation during the years until they come into bearing. The trees themselves are but a fraction of the total cost. And yet "misfits" will result in loss of the whole investment.

I don't know of anything on which money ought to be laid out with more caution, nor where apparently so little thought is given to securing assurance of dependable values. A man can buy almost anything else: a mowing machine or a hat, a suit of clothes or a plow, a piano or a team of horses, and he can look his purchase over and determine pretty accurately whether he is getting his money's worth or not. But it is different with fruit trees; the buyer can't look into them; he can't know what they are; he has to plant them and spend money on them year after year until they arrive at bearing age and disclose their identity. The planter is too often attracted by the cheapness of trees or by the colorful advertising of some firm whose reliability is utterly unknown to him. The planter is partly to blame for results because he encourages cheap prices by buying almost altogether on a price basis.

Now while it is true of the amateur and the experienced orchardist, it is almost equally true of the nurseryman that neither can be sure of his varieties; only the most

expert can identify more than a few varieties in the nursery row.

Nearly all men are honest. I think the few exceptions would like to be. Nurserymen show about the same average of honesty as men in general. An inclination to depart from the straight path can be expected to be overcome by the horse-sense that tells every nurseryman that "misfit" trees are as serious a hurt to him as to the planter. His bread-and-butter depend on his ability to give his customers true-to-name trees. He wants to do that; he always thinks he is doing that.

One trouble is that nurserymen have handicapped themselves with an unsound system of price-competition. If there is anything that ought to be sold with the idea of value rather than price, it is nursery stock. Price-competition, without regard to cost of production, is bad for the planter and bad for the nurseryman. And yet the effort to meet competition, not in value or worth, but in price, has in too many places eliminated the expert propagators. The young men go into easier and more remunerative employment: very often the vitally important work of cutting bud-sticks and the staking of rows is entrusted to unskilled and uneducated workmen. And that is because the forced cutting down of expenses means less desirable workmen; the returns do not justify employing good men. I do not mean to say that this is common or frequent; but I do mean to say that some nurserymen have said very frankly that they did not feel justified in putting into their stock the extra work and additional expense to secure extra values that had to compete for sale with cheap prices and cheap methods. There is too much turning out trees like shingles or bricks on a quantity basis. Nurserymen have unwisely accepted the planter's idea of cheap prices; they have too often had to secure cheap costs at the expense of the planters and themselves as well.

Others have accepted the idea. I can recall some instances of reliable nurserymen asking adequate prices for goods of value, who have been accused of "profiteering" by papers carrying the advertisements of fly-by-night firms offering penny-bargains. Those papers are the exception. It is to the reputable publication that planters and nurserymen look for assistance in eliminating "misfits" by eliminating their causes.

It seems to me that we nurserymen have been careless in this: that we have not taken the public into our confidence; we should tell them just what our problems are; they should know our costs, our legitimate costs of producing and of selling our goods. It costs money to grow trees; it costs much money to grow them properly with all the safeguards that will insure reliability as to health and variety. Business today is being done right out in the open; the wise merchant wants his employees and his customers to know just what it costs him to run his business and to serve the

public. We need to establish confidence in the nursery business; we need to earn it and to hold it. Every nurseryman I know wants to do that. He knows he can't make money otherwise. Somebody said that if it were not generally known that honesty pays, some rascal would discover the fact and profit by it.

There has lately been created by the American Association of Nurserymen, a Service Bureau. It is to serve planters directly and nurserymen indirectly. We realize that our prosperity depends upon the intelligent and profitable use of our products. The Bureau is managed by Mr. F. F. Rockwell, author of a number of books on orchard and garden subjects. He is not interested financially in any nursery business. The work of the Bureau is intended to be educational. It serves no individual interests; it is directed and financed by the American Association of Nurserymen. It wants to serve planters; it wants to see every buyer of trees get value for his money no matter what or where his source of supply. It wants every orchardist to get a square deal. When he doesn't, the Bureau should be notified, an investigation will be impartially made and reparation suitable to the circumstances will follow. We feel that responsibility to the public requires that; We realize that our own success depends on it. We want the buying public to know more about us and our business and its problems. Our interests are so closely identified that they cannot be separated; we believe that more frankness will mean a better understanding. "Misfit" trees cause

loss to the planter, but a far more serious loss to the nurseryman, because unfortunately the sins and the mistakes of the gully and the careless reflect upon the whole trade. We look to ourselves to correct what needs correcting, but my idea in writing you is to point out that we need the co-operation of the planters too and of papers like yours. You will find the better class of nurserymen, the business men in the trade, solicitous enough of their profits to work seriously for the elimination of "misfits" whether as trees or as nurserymen.

**Increased Grape Juice Production**—Paul Thayer of the Ohio Experiment Station has been investigating the grape juice proposition. There can be no doubt that with the coming of prohibition there will be a large increase in the demand for fruit juice. Some of the owners of wine producing vineyards have taken a gloomy view of the situation, since they say their grapes are not suited to grape juice production. Mr. Thayer points out that practically all grape juice offered for sale is made from Concord grapes, while some of the other varieties produce a superior juice when high quality is demanded. His tests also show that the combination of different juices affords a limitless opportunity for the production of different color and flavor of juice. It has been found possible to mix the juice of a highly flavored variety with that of the juice of a poor quality grape and still produce a high-class product. In this manner many of the unattractive grapes may be made into a marketable product.

# What Ornamental Nursery Stock is Doing

## The Growing and Propagation of Evergreens

By C. L. SEYBOLD, Forester, Dept. of Parks, Wilkes-Barre, Pa., Before American Association of Nurserymen

(Continued from page 42, August Issue)

The Korean hardy Azaleas (Rhodo Azaleas) at the Arnold Arboretum are full of promise for the nurserymen, especially on account of their great hardiness; the variety Schlippenbachii and the Poukhanense (Rhodo Azalea poukhanense) are especially recommended.

Magnolia Macrophylla while not an evergreen, is a most interesting tree and seems worthy of wider cultivation; it is perfectly hardy and very good specimens are seen as far north as Boston, Massachusetts; its immense leaves and flowers lend an important distinctiveness to any landscape.

The extremely low temperature of the 1917-18 winter has left its mark on many fine specimen evergreen trees. Spruces, pines, piceas and others, heretofore considered very hardy have been damaged to such an extent that they will have to be removed altogether from many parks and private estates.

The Jap. Fir is a most excellent plant for the decoration of American parks and gardens, especially the Abies Brachyphylla and the Abies homolepis. The Jap. Yew Taxus cuspidata has proven the hardiest of the class; it is certainly the most valuable, exceedingly decorative, it stood up even better than the English Yew Taxus Baccata and the native Taxus canadensis both of which were badly browned and damaged during 1917-18 winter.

The White Pine Blister Rust (Peridermium Pini) with which we have been made acquainted since 1906 is a most dangerous fungus that girdles Whitepine trees. It is claimed that this disease cannot be transmitted directly from pine to pine, but must pass through an intermediate stage on currant and gooseberry bushes which should be removed from the vicinity of the trees. It would be another great calamity if our pine forests would experience the fate of our chestnut trees, or if the great redwoods (Sequoia) Douglas fir and other spruces would become infested with some such fungus.

Col H. S. Graves of the U. S. Forestry Service has called attention to the fact that 97 per cent of the timber in the United States is obtained from privately owned forests and that less than two per cent of the saw mills of this country are operating on public forests. The Colonel points out that the people do not realize the seriousness of the situation and that we have hardly begun to stem the tide of "forest destruction."

Owners of timber land should bestir themselves. The question of forest renewal and growth is one that can no longer be ignored. In referring to governmental restriction on the importation of certain foreign nursery stock it is of vital importance for all of us to back up the entomologists and pathologists to safeguard the crops of farm, forest and our own nurseries. Certain restrictive legislation to which I have previously referred may readily be eliminated especially when it is found that it will help the nurseryman and grower and without the danger of introducing more foreign insect pests.

Arboretums are a great aid to nurserymen, state and government arboretums and testing grounds in this country are too few and far between.

Not nearly enough seedlings are raised especially of such things as firs, spruces, pines and the native broad leaf, rhododendron; all of these come true from seeds.

At the Arnold Arboretum there are to be seen many varieties from 5 to 20 feet high that were grown from seeds aged 8 to 12 years, and which at half their age were salable plants.

I cannot refrain from mentioning it is really most profitable and interesting to us such important matters that are now being discussed and they are a **National Bureau Service** of real value to nurserymen and to users of nursery products and a Chamber of Horticulture composed of able and representative men. F. F. Rockwell points out the educational feature, improved organization, also standardization and elimination of unfair competition, with improved market development. The National Nurserymen has emphasized the necessity of an apprentice system, suited to our American conditions to train and develop young men in this profession.

As to plant quarantine and insect pests of which there has been so much said and written, I must say that the article recently written by Mr. P. Ouwkerk of New Jersey furnishes much thought and good advice, and so does the article by Henry W. Kruckeberg of recent date when the California Nurserymen endorsed Quarantine No. 37.

The American Florists and Ornamental Horticulturists are already beginning to enjoy profitable relationship, a good progressive movement for better affiliation and more business brought about through their successful national publicity campaign.

The New York State College of Agriculture makes the following suggestion for the Nurserymen: Why not make a side issue of bird houses, nesting boxes and feed trays, many of which add an attractive touch to ornamental planting schemes and tend to increase the population of desirable bird neighbors. Perhaps a rustic house or two could be given as a premium in filling large orders. Certainly one or two could be induced in every planting plan that you are asked to work up for a customer. Frequently a stone fountain or bird bath provides a splendid central feature for a garden surrounded by trees and shrubs. A generous scattering of bird houses will contribute greatly to the attractiveness of our own display grounds, while the inmates help protect your stock by devouring the many destructive insect pests.

The question of proper soil for evergreens may thus be answered. I find that a soil of good physical texture, which means a soft pliable and reasonably loose soil in which the roots may readily forage and which contain sufficient organic matter or humus is best. In preparing a border for a group, or for lining out a block of evergreens, it is essential to plow or spade very deep, or as deep as possible. Cloggy, heavy soil should be thoroughly worked before plants are set. We know of course, that bacterial organisms exist in all soils to a greater or lesser degree. They will spring into active life and multiply tremendously. The conditions should be freedom from acidity in which injurious organisms cannot exist and provide an abundance of humus.

The ideal soil is a rich, sandy loam but not too strong in animal fertilizers nor in chemicals. Such a soil carries a higher temperature is naturally well drained, moisture and warm air penetrates it more readily and enters deeper. Seeds will germinate quicker and become stronger and cultivating becomes easier.

In conclusion, I wish to compliment this organization on its splendid work in disseminating knowledge in arboriculture, general horticulture and forestry. The great patriotic services rendered and the sacrifices made through the most trying times in its history cannot be over-estimated.

Careful nomenclature has been adhered to by our nurserymen. The splendidly gotten up and instructive catalogues have done much to educate the public on selections and on practical lines.

It is surprising to find city and suburban estates of a large size, and plats of real estate companies surrounded by public highways which from no necessity are barren of trees, dusty, shadeless and hot, when they could be made infinitely more attractive, more healthful and more valuable to landlords.

Another idea that may be worthy of attention, is the memorial avenue planted in deciduous and evergreen trees alternately.

In conclusion, I wish to say that my aim has been to touch upon the cardinal points that are to be observed in the preparation, the use and selection of evergreens needed in the artistic development of our American parks and private grounds, however, I have slightly deviated somewhat by adding to my paper what I have deemed of vital interest and importance to our nursery interests, and as a nucleus for profitable discussion by the many bright lights of the profession that are here assembled.

**Are Nurserymen Ready?**—Here is a list which will probably be called for as the result of publication in a recent issue of the Rural New Yorker:

"The Rose Garden—No home should be considered complete without some roses, and most women know how to root cuttings very successfully. In purchasing roses it should be the aim to get a few of the finest varieties on the list, so that they may indeed be a thing of beauty and joy for years. Admiral Ward, Frances Scott Key, Hoosier Beauty, Irish Fireflame, Los Angeles (the finest of them all), Mrs. Chas. Russell, National Emblem, Duchess of Wellington, Jonkheer J. L. Mock, Lady Ashtown (climbing Lady Ashtown is a beautiful climber that blooms at intervals throughout the season), Mrs. Aaron Ward, Ophelia, My Maryland and Mme. Edouard Herriot, or The Daily Mail, which are synonymous. This is a small list, though a very good one, and any variety on it will be a source of constant pleasure to the owner. Roses should have a very rich soil, same as perennials, and should be protected in the same manner during the winter with a rather heavy mulch, the coarse portion of which should be removed in the spring and the remainder worked into the soil. Before growth starts in the spring they should be pruned rather severely, cutting each cane back to within 6 or 8 inches of the ground. Slug shot, tobacco dust or nicotine spray can be used for combating the insects. A border of medium tall growing perennials would be a good background for annuals, as geraniums, Petunias, or any of the other 999 varieties listed in the seed catalogues."

When writing to advertisers just mention **American Nurseryman**.



# PEXTO

## TOOLS

FOR USE ABOUT THE HOME AND FARM  
FOR THE MECHANIC IN EVERY TRADE



### Sell MORE Nursery Stock THIS BOOK AND PLAN WILL HELP YOU

Take care of your old customers but **keep adding new ones.** It's the only way to show a healthy increase in business and profits each year.

The Little Pruning Book offers the solution. It is an authoritative guide to correct pruning. Illustrates and explains how, when, and where, to prune for bigger and better fruit, flowers and plant life in general. Familiarize more customers with the fundamentals underlying the art of pruning and greater interest and more purchases will result.

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(This book sells at book stores for 50 cents).

Our selling plan increases your profits by placing *The Little Pruning Book* in the hands of your customers *through you.* Your sales of nursery stock will increase as a matter of course.

Sending for a free volume does not obligate you in any way. It will bring you details of our co-operative plan of distributing this educational work, through nurseries. The author of this book, F. F. Rockwell, is now manager of the Nurserymen's National Service Bureau.

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## Explanation of Provisions for Entry of Plant Novelties and Propagating Stock Under Quarantine No. 37.

Regulation 14 of the regulations relative to the importation of nursery stock and other plants and seeds has been revised and reissued. In its new form it is essentially an interpretation of the old regulation 14 rather than an enlargement of powers under the quarantine, inasmuch as the regulation, as worded in the quarantine as originally issued, was intended to cover exactly what is now more clearly stated in the new regulation. This regulation provides for the importation under a special permit from the Secretary of Agriculture, of limited quantities of otherwise prohibited stock for the purpose of keeping the country supplied with new varieties of plants and stock for propagation purposes not available in the United States. This amendment, however, does not apply to a few plants which have been specifically prohibited entry under other quarantines, as, for example, pines, Ribes and Grassularia from certain countries, and citrus, banana and bamboo stock.

The following explanations of regulation 14 are given to indicate the limitations under this regulation and the procedure to be followed in making importations of the two classes of plants specified, namely, new varieties and necessary propagating stock.

The expression "New Varieties" is understood to mean plant novelties, that is, new horticultural or floricultural creations or new discoveries.

"Necessary Propagating Stock" is understood to mean stock of old or standard varieties imported for the multiplication of the plants in question as a nursery or florist enterprise as distinguished from importations for immediate or ultimate sale of the stocks actually imported, and such importations will be restricted to stocks which are not available in this country in adequate quantities.

The expression "Limited Quantities" used in regulation 14 is understood to mean with respect both to new varieties and to standard stocks, such quantities as will supply reasonable needs for the establishment of reproduction plantings which may be thereafter independent of foreign supplies.

There is no limitation as to the number of permits for different plants or classes of plants under regulation 14 which an individual may request, but the applications will all be passed upon both as to necessity for the particular importation and as to the quantity adequate for the purpose intended, by experts of the Department, for the information of the Board prior to the issuance of the permits.

All importations under regulation 14 must be made under special permits through the office of Foreign Seed and Plant Introduction of the Department of Agriculture but for the use of the individual importer. The importer will be required to meet all entry, transportation and freight-handling charges. The Department will make no charge for inspection and supervision. The necessary procedure for making such importations is as follows:

1. The Federal Horticultural Board will supply, on request, an application blank upon which request may be made for a special permit to import. This application embodies an agreement on the part of the importer that if the imported material is found on examination by an inspector of the Department of Agriculture to be so in-

festated or infected with insects or disease that it cannot be adequately safeguarded, it may be destroyed and such destruction will not be made the basis of a claim against the Department of Agriculture for damages. The application must be accompanied by a statement certifying that the plants to be imported are novelties or if standard varieties of foreign plants, that stocks in adequate quantities for their propagation are not available in this country, and that in either case they are to be imported for the establishment of reproduction plantings and not for immediate or ultimate sale of the stocks actually imported. In exceptional cases the importation of novelties may be made for personal use but not for sale. The application must also give the name and address of the exporter, country and locality where the stock was grown, the name and address of the importer and the name and address of the nursery or other establishment where the plants are to be planted and grown for propagation purposes on release.

2. If the permit is issued, the applicant will be furnished shipping instructions and shipping tags to be forwarded with his order to the exporter. The plants will, in consequence, be addressed in bond to the U. S. Department of Agriculture, Bureau of Plant Industry, Washington, D. C., United States of America, and indorsed "Foreign Seed and Plant Introduction, for (insert name of importer)", and arrangements must be made with some responsible agency in Washington for the clearance of the plants when received through the Custom House at Georgetown, D. C., together with the payment of all charges involved.

3. Upon clearance through the Georgetown Custom House the material will be turned over to the Office of Foreign Seed and Plant Introduction by the authorized agent of the importer, and in the specially equipped inspection houses and under expert care as to the welfare of the plants, be carefully examined by inspectors of the Federal Horticultural Board. If found free from dangerous insects or diseases, the shipment will be immediately and carefully repacked and forwarded by express or freight, charges collect, to the importer.

4. Should importers request permits covering the importation of larger quantities of propagating or other stock under regulation 14 than can be housed and cared for in the inspection houses of this Department, and should such request be approved, such importers may be required to provide local storage in Washington for such material during the period of detention for examination and, if necessary, disinfection. Where possible the original containers will be employed for repacking the material but the importer will be required to meet the cost of such repacking and of new containers when such are necessary. Small shipments which can be easily handled will be repacked without charge. For the present the Board will undertake on request to provide for such storage and repacking but reserves the right to require the importer to provide for such work through his own agents.

5. Cleaning and disinfection will occur for slight infestation, but should the material be found to be infected with either disease or insects that it cannot be so ade-

quately safeguarded, it will either be destroyed, or, when possible and desirable, returned to the point of origin.

Yours very truly,  
C. L. MARLATT,  
Chairman of Board.

### Nails in Burlap Bundles

AMERICAN RAILWAY EXPRESS CO.

St. Louis, Mo., Aug. 21, 1919.

Mr. Chas. Sizemore,  
Secretary & Traffic Manager,  
American Assn. of Nurserymen,  
Louisiana, Mo.

### Use of Nails to Fasten Burlap Wrapping on Shipments Nursery Stock

Referring to your letter of July 24th in connection with fastening of burlap wrappings on nursery stock shipments by means of nails:

I note the expressed desire of certain Nursery Companies to continue the use of nail fastenings provided the points of nails are concealed, it being assumed that such practice would eliminate any danger of injury to the clothes or person of employees handling such shipments.

I referred this matter to all operating officials in the Southwestern Departments, and Vice-President Stedman, of Chicago, handled the matter similarly with the officials in the Central Departments under his supervision, and I find the unanimous opinion is decidedly against the use of nail fastenings, and that instead these burlaps should be secured by stitching with twine or wire, to which there is no possible objection.

While I would like to grant the concession called for, the possible personal injury to employees handling these shipments when fastened by nails, even though the points of same are concealed, is too great to allow it, and I am sure you will understand the position we are obliged to take in this matter is the best for all concerned, and that we must continue to enforce the present rule whereby nursery shipments in bales must be refused when fastened with nails.

C. D. SUMMY,  
Vice-President.

F. Burnette Kelley, 25 Pelham Ave., Princeton, N. J., has severed his connection with the Princeton Nurseries. His plans have not been formulated.

W. C. Reed & Son—Captain M. P. Reed, who formerly had charge of the field work of the Vincennes Nurseries, Vincennes, Ind., has returned after two years of active service in the army and becomes an active partner in the business. He will look after the growing and propagation. The firm name is now W. C. Reed & Son.

Munro, Inc., New Haven, Conn., to grow flowers and nursery stock; capital \$25,000; incorporators Charles Munro of New Haven, E. Johnson of Westerly and Olaf Undrum of New Haven.

Vincennes Nurseries Enlarged—W. C. Reed & Son have purchased 100 acres of fine nursery land adjoining the Vincennes Nurseries and are planting 75 acres more to apple orchard. This with 85 acres already planted made it important to secure more land to keep up their usual plant of nursery stock.

Secretary O. F. Whitney announces that the Kansas State Horticultural Society will hold its 53d annual meeting December 16-18, 1919. In connection with this meeting the annual meeting of the Kansas State Beekeepers' Association will be held on December 17.

Demand Very Heavy—The Vincennes, Ind., Nurseries report very heavy demand and sales more than double. In fact they have nothing to offer in carlots. They are trying to hold back enough to take care of their regular trade in assorted lots.

The Florists' Publicity Campaign Fund has reached a total of \$45,689.



Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same. "Give every customer complete satisfaction."

#### EVERGREEN SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size Inch.
Abies Douglassi	2-5
" "	4-6
Juniper Canadensis	6-10
" "	4-6
Juniper Communis	6-10
Juniper Communis Hibernica	2-5
Juniper Communis Suecica	2-5
Juniper Sabina	4-6
Juniper Virginiana	4-6
" "	8-10
" "	10-12
Larix Europea	6-8
" "	8-10
" "	10-12
Picea Alba	4-6
" "	6-10
Picea Excelsa	2-5
" "	4-6
Picea Pungens	3-5
" "	4-6
Pinus Austriaca	4-6
Pinus Banksiana	4-6
" "	6-10
Pinus Montana Uncinata	10-12
" "	2-5
Pinus Ponderosa	3-6
" "	2-5
Pinus Rigida	4-8
" "	2-4
Pinus Strobus	4-8
" "	2-5
Pinus Sylvestris	4-6
" "	6-8
Thuya Occidentalis	4-6
Thuya Orientalis	6-10
" "	10-12

#### DECIDUOUS TREE SEEDLINGS AND CUTTINGS

Variety.	Size Inch.
Acer Saccharum	6-12
" "	12-18
Acer Spicatum	12-18
Aesculus Hippocastanum	12-18
Betula Al.	12-18
" "	18-24
Betula Lutea	12-18
Betula Papyrifera	12-18
" "	18-24
Crataegus Mollis	6-12
Crataegus Punctata	6-12
Fraxinus Americana	12-18
Juglans Nigra	12-18
Liriodendron Tulipifera	6-12
" "	12-18
Malus Coronarius	6-12
Morus Tatarica	6-12
Prunus Cerasus Serotina	12-18
" "	18-24
Prunus Serrulata	12-18
Quercus Rubra	6-12

# Hill's Choice Evergreens Etc.

FALL 1919—SPRING 1920

#### A GOOD ASSORTMENT OF VARIETIES IN YOUNG STOCK

We are now booking orders for the following stock in approximate sizes for shipment Fall 1919—Spring 1920. Prices sent on application. Make your reservation early. Hill's over 64 years in business is your guarantee of complete satisfaction and a square deal.

Visit our Nursery and get acquainted with American growers and American Grown Stock. Hill's Nursery is only 38 miles from Chicago, via Electric or C. & N. W.

Variety.	Size Inch.
Salix Babylonica	18-24
Salix Diamond	18-24
Salix Dolorosa	18-24
Salix Elegantissima	18-24
Salix Niobe	18-24
Salix North Star	18-24
Salix Pentandra	18-24
Salix Regalis	18-24
Salix Ural	18-24
Salix Vitellina	18-24
Sorbus Americana	6-12
" "	12-18
" "	18-24
Tilia Americana	6-12
" "	12-18
Tilia Platyphyllos	12-18
Ulmus Americana	18-24
" "	24-36

#### SHRUBS AND VINES SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size Inch.
Amorpha Frutescens	6-12
Ampelopsis Veitchii	2 yr.
Berberis Thunbergii	6-12
" "	12-18
Cornus Amomum	12-18
Cornus Paniculata	18-24
" "	12-18
Cornus Sanguinea	6-12
Cornus Siberica	6-12
Deutzia Crenata Candidissima Pleno	4-8
Deutzia Crenata Flore Rosea Pleno	4-8
Deutzia Crenata Pride of Rochester	4-8
Deutzia Gracilis	4-8
Deutzia Gracilis Campanulata	4-8
Deutzia Gracilis Exima	4-8
Deutzia Gracilis Multiflora	4-8
Deutzia Lemoine	4-8
Hydrangea P. G.	6-12
Ligustrum Amurense	6-12
Ligustrum Polishii	6-12
Ligustrum Regellanum	6-12
Lonicera Fragrantissima	6-12
Lonicera Morrowi	6-15
Mahonia Aquifolium	6-8
" "	8-10
Pachysandra Terminalis	4-8
Philadelphus Coronarius	6-12
Philadelphus Grandiflora	6-12
Rhamnus Cathartica	12-18
Rosa Multiflora	6-12
" "	12-18
Rosa Wichuriana	12-18
Spiraea Froebell	6-12
Spiraea Opulifolia	6-12
Spiraea Opulifolia Aurea	6-12
Spiraea Van Houttei	6-12
Symphoricarpos Racemosus	6-12
Symphoricarpos Rubra	12-18
" "	18-24
Syringa Persica	6-12
Syringa Persica Alba	6-12
Syringa Vulgaris	6-12
" "	12-18
Vitis Americana	12-18
Weigela Rosea	6-12
Wisteria Brachybotrys	12-18

#### ONCE TRANSPLANTED EVERGREENS

Variety.	Size Inch.
Abies Douglassi	6-8
Juniperus Communis Hibernica	6-8
Larix Occidentalis	10-12
Picea Alba	6-8
" "	8-10
Picea Engelmanni	4-6

Variety.	Size Inch.
Pinus Ponderosa	6-8
Retinospora Pisifera Aurea	6-8
" Plumosa Aurea	6-8
Thuya Occidentalis	6-8
" "	8-10
Thuya Occidentalis Ellwangeriana	6-8
Thuya Occidentalis Globosa	6-8
Thuya Occidentalis Hoveyi	10-12
Thuya Occidentalis Pyramidalis	6-8
Thuya Occidentalis Warreana Siberica	6-8
Thuya Occidentalis Woodwardi	6-8
Thuya Biota Orientalis	8-10
Thuya Biota Orientalis Aurea Con.	6-8
Thuya Biota Orientalis Aurea Nana	6-8
Thuya Biota Orientalis Aurea Pyr.	6-8

#### FIELD TWICE TRANSPLANTED EVERGREENS

Variety.	Size Inch.
Abies Balsamea	10-12
" "	12-18
" "	18-24
Abies Concolor	6-10
" "	10-12
" "	12-18
Abies Douglassi	12-18
" "	18-24
Juniper Communis	10-12
" "	12-18
Juniper Virginiana	6-10
" "	10-12
" "	12-18
Picea Alba	6-10
" "	10-12
" "	12-18
Picea Canadensis	18-24
" "	6-10
" "	10-12
Picea Engelmanni	10-12
" "	12-18
Picea Excelsa	6-10
" "	10-12
" "	12-18
" "	18-24
Picea Pungens	6-10
" "	10-12
" "	12-18
Pinus Austriaca	6-10
" "	10-12
" "	12-18
Pinus Banksiana	10-12
" "	12-18
" "	18-24
Pinus Flexilis	6-10
" "	10-12
Pinus Mugho	8-10
" "	10-12
" "	12-18
Pinus Ponderosa	10-12
" "	12-18
Pinus Resinosa	10-12
" "	12-18
Pinus Strobus	10-12
" "	12-18
" "	18-24
Pinus Sylvestris	6-10
" "	10-12
" "	12-18
" "	18-24
Thuya Occidentalis	6-10
" "	10-12
" "	12-18
" "	18-24
Thuya Orientalis	10-12

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High Quality, Reasonable Prices, Prompt Service, Courteous Treatment.

Give us a trial. We can save you money and please you as well. Our close proximity to Chicago, the great railroad center, means quick service and low Chicago rates.

#### TERMS:

Net Cash. First order from all firms not having an account with us should be accompanied by full cash remittance, which earns 3 per cent discount and boxing free. To customers of approved credit or who supply satisfactory reference, 30 Days net. C. O. D. Orders will be shipped promptly when 1-4 cash is sent to insure acceptance at destination.

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Evergreen Specialists  
Largest Growers in America

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MORE FRUITFUL **A** TO MAKE AMERICA MORE BEAUTIFUL

F. F. ROCKWELL  
MANAGER

220 WEST 42D ST.  
NEW YORK



## CURRENT ACTIVITIES OF THE CAMPAIGN

The program for Market Development discussed at the convention in Chicago is being put into operation as rapidly as incoming funds will allow. A call has been made for the remaining 75 per cent of the first year's subscription and all who have not yet taken care of this balance are urged to do so immediately so that the plans laid out by the Market Development Committee may be put into active operation.

A call will soon be made on the members of the National Association who have not as yet contributed to the Market Development Fund, urging them to do their share for this current year. This is in accordance with the resolutions passed at Chicago, pointing out that inasmuch as all members of the National Association will now benefit from the Market Development work, it is the duty as well as the privilege for those who have not yet contributed to help carry on the work for this year.

The meeting of the New Jersey Association of Nurserymen held at the Princeton Nurseries on the 22d was devoted largely to a discussion of Market Development in its various phases. The meeting was addressed by Robert Pyle of West Grove, Pa., who attended the meeting in the absence of President Moon, who was unable to be present. Mr. Pyle pointed out the advantages to members of trade associations in joining the national association, and went into some details concerning the work of organization and standardization which the American Association is now planning to undertake. F. F. Rockwell, secretary of the Nurserymen's National Service Bureau, also talked on the plans made for the coming year, discussing the Delineator Nurserymen's National Service Bureau Prize Competition for improvement made in one year by the planting of Nursery stock, the syndicated articles, illustrated lectures and other features which were discussed at Chicago.

Mr. Rockwell is now endeavoring to get the Department of Parks of New York city to put in a complete small suburban planting, making a model small place at Bryant Park, or some other centrally located park, in the city. The demonstration vegetable gardens which Mr. Rockwell started in New York three years ago have been very successful, and even now that the war is over, are to be continued as a permanent feature. What has been done to show people how to plant and succeed with vegetable gardening could also be done in showing them how to plant a small area and how to care for the different shrubs, flowers, trees, etc., going into it. If a demonstration planting of this kind can be arranged for in New York it is probable that many other cities all over the country will take up the idea just as they did with the demonstration vegetable gardens.

At the Own Your Own Home exposition to be held in one of the biggest armories in New York early in September, the Nurserymen's National Service Bureau will have a model planting around a small home, and

distribute the McFarland booklets on Home Beautifying and the Home Orchard. The trees, plants and flowers for this planting have been very generously furnished by Isaac Hicks & Sons of Westbury, Long Island, famous for "Big Trees that Save Ten Years". Mr. Faymore of the Hicks organization is co-operating with Mr. Rockwell on the arrangement of this small place.

The United States Government is back of the Own Your Own Home campaign, which is being carried on all over the country, and nurserymen near other large cities could undoubtedly for exhibitions of this kind in connection with this campaign. Any one interested should write to Mr. Rockwell for suggestions concerning how to get this work started.

### SEND IN YOUR LIST OF NEWSPAPERS!

Mr. Rockwell is still calling on nurserymen who have not yet responded to the opportunity they have to send in a list of newspapers in the territory in which they sell, so that these papers can be supplied with the series of syndicated articles to be sent out this fall and next spring. This service, of course, costs local nurserymen absolutely nothing. Market Development plans call for supplying these articles to a thousand newspapers. The list is not yet complete. Why not send in the names of newspapers in your own territory that you would like to have run this series. Many nurserymen last spring got orders which were the result of this general publicity. People coming to the nurseries mentioned the fact that they become interested through the reading of these articles. Any nurseryman who fails to send in a list of the papers in his territory is missing out on the best advertising proposition he ever had put up to him—weekly service of this kind in his local papers for the cost of a single two cent stamp to send the list in to the Nurserymen's National Service Bureau.

### A Unique Celebration

Our readers are so familiar with the Pexto line of knives for Nursery purposes that they will be interested in the unique three-day celebration of the 100th anniversary of the nursery and mechanics' hand tool business which employs fully one-half the male population of Southington, Conn. The daily attendance was estimated at from 20,000 to 25,000.

Lyman H. Treadway of Cleveland, president of the company, personally presented gold or silver service badges to each of the 86 employees of the company who have seen service with the plant for 25 years and upwards. The 23 men who have been on the payroll for 40 years or more, were given gold badges, each engraved with his name and period of service (5 of them got badges showing that they have turned the 50th milestone in the company's service) and the remainder were given sterling silver badges, similarly inscribed. All employees below 25 years of service were given bronze medals,



SOLDIERS' MONUMENT  
Southington, Conn.

and, down to the 4-year men, these were also engraved with their names and periods so engraved with their names and service.

On the second day was unveiled and dedicated on the village green a unique soldiers' memorial, given to the village by the Peck, Stow & Wilcox Co. This monument is composed of a great granite pedestal, approximating in its proportions 5 feet wide by 10 feet high, and carrying on its four sides bronze plates, cast 3 x 4 feet, on which has been cast not only the names of the 425 men and women from Southington who answered the call to the colors in the Great World War, but the name of every soldier from Southington in the Revolutionary War, the War of 1812, the Mexican War, the Spanish-American War, and the Civil War. Altogether, there are 921 names on the tablet. On the monument is an 87-ft. flag pole.

So far as is known, there is no other soldiers' memorial in the country which attempts to list the names of the soldiers a community has sent to all American wars. The monument, which cost around \$10,000, was presented to the community by Gov. M.H. Holcomb of Conn., who is a director of Pexto.

Saturday afternoon saw also a parade of the returned soldiers and sailors, various military and fraternal units and a very elaborate pageant, descriptive of Connecticut history and hardware manufacturing progress. In the parade were many striking floats representing some of the largest manufacturing concerns in the Connecticut "hardware belt."



## DIRECTORY OF AMERICAN PLANT PROPAGATORS

### Complete Stock of **YOUNG EVERGREENS**

ALSO  
**Trees, Shrubs and Vines**  
for lining out

Write for Wholesale Price List.

**THE D. HILL NURSERY CO., Inc.**  
Evergreen Specialists, Dundee, Illinois.  
Largest Growers in America. Box 402

### **The Farmers Nursery Co.** **TROY, OHIO.**

Produce from cuttings, most of the kinds of Evergreens you have been importing.

**Offer: One and Two-year-old Stock**  
from beds, also the

**Pot-grown kind, with ball attached,**  
that give 100 per cent. stand.

Write to-day for Prices and Samples

### **LINING OUT STOCK** Deciduous Shrub Seedlings and Cuttings

**DANIEL A. CLARKE**  
**RED OAK NURSERIES**  
FISKEVILLE, R. I.

### **EVERGREENS**

SEEDLINGS and TRANSPLANTS  
FOR LINING OUT

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**  
"WE GROW OUR OWN TREES."  
CHESHIRE, - - - CONN.

### **ORNAMENTAL LINING OUT STOCK**

GET OUR PRICES

We grow ornamental lining out stock under contract. Let us figure with you for fall of 1919 or spring of 1920.

**ONARGA NURSERY COMPANY**  
CULTRA BROS., Mgrs.

ONARGA, ILLINOIS

### GET NEXT ★ **STAR ROSES**

♣ **Oak Brand Shrubs**

♠ **American Pedigree Cannas**

The **CONARD** ★ **WEST GROVE,**  
& JONES CO. Penna., U. S. A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres.

### Lining Out Stock for the Trade Shrubby, Tree Seedlings, Evergreens, Small Fruits, Ornamental Vines, Etc. **Seedlings, Transplants, Layers & Cuttings**

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Hydrangeas, Snowballs, Irish Junipers, Norway  
Spruce and native tree Seedlings

Send for our complete list of stock and prices.  
Mailed free to the trade on request.

**J. JENKINS & SON,**  
Wholesale Nurserymen  
WINONA, COLUMBIANA COUNTY, OHIO.

### **SHRUBS - - TREES**

A General Line of Ornamentals.

#### **YOUNG STOCK—For Nursery Planting**

We were among the first to produce our own goods. We are making young plants for others—why not for you?

**Grown Right—Dug Right—Packed Right**

**AURORA NURSERIES**  
AURORA, ILL.

### **PRIVET**

Lining out Stock  
Hardy Flowering Shrubs  
Hardwood Cuttings, Spirea  
Van Houtti.

**OAK LAWN NURSERY**  
HUNTSVILLE, ALA.

### **WE GROW EVERGREEN SEEDLINGS**

Evergreens from Cuttings Under Glass  
and Small Deciduous Stock  
for Lining Out

**The Sherman Nursery Co.**  
E. M. SHERMAN, President  
CHARLES CITY, IOWA.

### **Bobbink & Atkins**

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymous, etc.

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Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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ROCHESTER, N. Y., SEPT., 1919

*America More Fruitful and Beautiful*

### OUTLINING A POLICY

The lone response to our query: "Is the subject worthy of discussion," as applied to the question of misfit trees, raised by the editor of the Rural New Yorker, is published in this issue. Mr. Watson's comment is a pretty good report in itself on the subject of Nursery Trade Policy. How would it do for the A. A. N. to adopt it as such?

Years ago our idea was that Nurserymen ought to co-operate (!) with entomologists and horticultural inspectors. We said so, with astonishing plainness, at the time; and later had the pleasure of seeing that policy adopted. For some time we have been arguing for co-operation with the planter, inviting him to Nursery Conventions (!) since Nurserymen make it a habit to attend—and to take high office in the counsels of—the Horticultural Society meetings. We have yet to record any action along that line, but live in hope.

H. W. Collingwood, editor of the Rural New Yorker has written us:

"I thank you very much for your letter and for the copy of the American Nurseryman which contains what seems to me a very sensible statement about this matter of misfit trees. I have also received letters from members of the Association which surely convince us that they are in earnest in trying to work out this reform. I am very glad indeed to know that this is going on and we shall, of course, be only too glad to help in any way we can along this line."

Meantime, the Federal Government has taken the initiative—the introduction of a bill providing for an appropriation to do just what Chairman Pitkin said was advisable; bring the machinery of the great Department of Agriculture to bear upon a problem which no nurseryman and no association of nursery men was so well equipped to do.

The Bureau of Plant Industry is ready and anxious to take up this work the moment funds are provided. But with the Secretary of Agriculture luke warm in the absence of any action by the Nurserymen, it is proving uphill work to get the appropriation. Is it worth a letter to Secretary D. F. Houston, U. S. Dept. Agriculture, Washington, D. C., today?

### WORKING FOR DEFINITE RESULTS

Close observers of trade matters of late have noted the distinct tendency on the part, not only of the National but of district and state trade organizations, to work along definite lines. This is an excellent tendency and shows healthy growth.

We are pleased to note the marked progressiveness of the California Association of Nurserymen as indicated by reports of its activities from time to time in our columns. We commented in our July issue upon the fact that five prominent nurserymen from the Pacific coast attended the annual convention of the American Association, and that the newly elected president of the California association, William T. Kirkman, Jr., Fresno, Cal., was one of them. We shall hope to see Secretary Kruckeberg and others from the coast at coming conventions of the national body and very active co-operation between the East and West on trade matters.

On the subject of work along definite lines, President Kirkman writes to the American Nurseryman:

"The nursery situation in California is about the same as conditions prevailing throughout the United States in nursery circles, that is, there is a decided shortage of nursery stock, and an increased demand for nursery stock in view of the high prices being gotten by fruit men in all lines.

"The California Association of Nurserymen is getting to be a strong organization. It seems entirely probable that we will be doing work in a co-operative line that will be quite worth while. The pendulum of extremes in production and demand in California has in the past kept nurserymen from getting satisfactory returns on the average. We do expect this year to get close enough together to govern the production and at the same time supply plenty of stock for the state considering the increased demand, and at the same time avoid the calamity of producing more stock than can be used."

### THE AGE OF ROMANCE

Every now and then there crops out an incident in the more or less prosaic career of an industry which vividly proclaims the fact that the romantic age has arrived in the history of that industry. We wonder if it is now the turn of the Nursery industry.

A Rochesterian writing in a recent issue of the Scientific American said of a scene that has become familiar in the beautiful city in which the Nurserymen's leading trade journal is housed:

Up a steep river road from the flats below trundles a motor truck. It is just an ordinary truck, and its load does not bulk large, but in the industrial life of the factory on the brink of the age-worn gorge it has supplanted the ocean liner and transatlantic freighter. Furthermore, it furnishes daily evidence of the solution of the most difficult crisis confronted in America's urgent wartime industries. For this truck is laden with optical glass, among the most precious and hitherto unattainable of raw materials. When the problem of its manufacture was successfully solved for the first time in America, the culminating chapter was written in the emancipation of the optical industry from Germany.

Until a little more than four years ago optical glass, which differs radically from the commonplace window or even tableware variety, was regarded as one of the exclusive industrial heritages of a very few European countries, particularly Germany. It was one of those industries, shrouded in mystery, whose secrets are handed down from father to son in restricted communities. Then the war clouds broke in Europe, and of a sudden ships ceased docking at American ports with their cargoes of this foreign product. American ingenuity faced

another of those raw material problems which must be solved, if one of the country's most important industries was to be maintained. It was a crisis in that industry which the government was quick to recognize, and keenly so when America entered the war. For without optical glass it could not obtain the range finders, gun sights, periscopes, searchlight mirrors, photographic lenses, binoculars and other optical instruments, which it immediately called for; and without those instruments America's army and navy would have been but blinded forces in the practices of modern warfare.

The writer then outlines entertainingly the experiments leading up to the present production of optical glass in America and complete independence of Europe.

It is a romantic tale—too long for review in these columns. But it suggests that in the near future some of us may be called upon to record in detail the romantic story of the production in America—perhaps in Rochester, N. Y., too—of nursery stock which we have been told lately cannot be produced here and MUST be obtained as heretofore from Europe!

### IMPORTS FROM CONTIGUOUS COUNTRIES

Importations of nursery stock, other plants and seeds from contiguous countries, the entry of which will not be attended by serious risk to the agriculture, horticulture, and floriculture of the United States, are permitted by an amendment to the Plant Quarantine Act, according to an announcement made August 15th by the United States Department of Agriculture.

The amendment known as "No. 3 to Regulations Supplemental to Quarantine No. 37," is to be effective August 16, 1919. Under it the Secretary of Agriculture may issue permits, when applications are made, authorizing the entry into the United States of such nursery stock, other plants and seeds when they are free from disease and insect pests and it is known that their entry will not be serious risk.

Importations under this new regulation are limited to specific classes of nursery stock, plants and seeds which can be considered as peculiar to such contiguous countries, and are not mere productions of imported stock from foreign countries, and which are not available in sufficient quantities in the United States. It does not apply to plants and seeds governed by special quarantines and other restrictive orders other than Quarantine No. 37, which is now in force.

In addition to the certificate as to freedom of pests required in connection with all plant importations the invoice covering the material offered for entry under this regulation must be accompanied by a certificate of a duly authorized official of the country of origin, stating that the material has been produced or grown in the country from which it is proposed to be exported.

Henry Ford says: "Twenty days per year is all the farmers should work on their land to get full production. It is foolish for them to work every day on the farm when with machinery they need work only twenty."

Allowing for the exaggeration which frequently attaches to epigrams, and for the patent evidence in the statement that Ford tractors at so much per will do the trick, there is a thought of value in the expression. May not Nurserymen, too, who also till the soil, derive benefit from the use of more machinery? Yes; we advertise implements—upon occasion!

Where to get Young Stock—see page 63 of this issue.



## A NURSERY PICNIC IN ARKANSAS

At last we have before us what we have long been waiting for—an event bristling with local color. It has seemed tame, indeed, to read of community events in various sections of the country in which the features were commonplace. Why should they all be alike?

Well, as might have been expected of the hustling progressive Parker Brothers Company, Fayetteville, Arkansas, the second annual picnic of the members of this nursery force was pulled off at Riverside Park, Fayetteville, on August 16th in true South-western style. A three-page programme was required to list the events.

Like Barnum's circus and Al. Fields' minstrels, the initial feature was a parade. The participants formed at the packing house at 10 a. m., right resting on a row of camphor trees, and marched to the park, headed by the band directed by G. E. Lindsey. At destination the band played a fox trot, "Huckleberry Finn," which produced Mayor Carl A. Tromble, whose chief occupation is foreman of Parker Brothers Nursery Company. As soon as the conclusion of his address of welcome permitted, the band struck up "A Little Birch Canoe and You," in waltz time, the direct effect of which was to cause the assemblage to plunge into a series of water sports, that all might develop an appetite which was further accelerated by ten minutes of foot racing for which \$1.00 and a box of chocolate candy were offered as prizes.

Flushed with excitement, the ice thoroughly broken, the picnickers gathered around the f. b. and were granted 30 minutes to dispose of whatever had been provided in spite of the H. C. of L., those having bad teeth were granted an extension of time, upon certificate of need by an examining committee under the direction of the foreman. Music filled the air again as the band played "Remicks Hits, No. 19B."

Old-time fiddling "by such renowned artists as J. R. Boatright, Cliff Niccum, Charley Vines and other talents" was the next feature. Sorry we did not get the picnic announcement in time to be on hand for this. In order to give the adults time to regain their composure there was a "Kids' Half Hour" in which children did many stunts, including an attempt to reach a watch "that will keep time" at the top of a greased pole. Even "Texas" Cochran smiled at this. The band commanded attention again with a two-step "Dixie Bells," and immediately one of the men sang "I'm Sorry I Made You Cry." Humor and pathos. They say he has a baritone voice. Anyway, it made others want to sing and the office force was allowed to attempt "Arkansas," but not until the nursery quartette, J. Y. Shell, Gene Jones, Lloyd King and Carl Davis, had made real music. Three expert teamsters, "Perk" Daniels, Charley Jones and Jim Shell, made fast motions in a harness contest, while the band two-stepped.

After some "Choice Selections" by the busy band during a swimming race by men, including diving contests, there was an exhibition of rough riding by Cecil Christian, who was with Ringling Brothers until the emoluments of the packing ground enticed him from the sawdust.

The cornetist in the band could not longer be suppressed, so all listened while he played "Smiles." That started up the quartette again and immediately after the band had played "Star Spangled Banner," everybody sang "America." There wasn't a dull moment.

So you saw it in AMERICAN NURSERYMAN

## Pending Legislation

Editor American Nurseryman:

May I not call to your attention the Gould Bill (H. R. 5939) which provides for doing the very thing you mention in your August issue—the undertaking by the Government of experiments in the hope of producing in this country the seedlings and stocks of which our supplies have been cut off? If we are to expect that we shall soon be unable to import fruit-tree seedlings and that seeds may be denied us, then it is of the utmost importance to our orchard and nursery interests that it be demonstrated that they can be grown here. The Gould Bill appropriates \$30,000 for such experiments, a hopelessly inadequate sum, by the way. Yet the move is in the right direction. I have heard some objections were based upon entire misunderstandings of its purpose. Both orchardists and nurserymen are without anything like the quantity of fruit trees wanted for this season's planting. War conditions seriously curtailed the importations of seedlings. While many lines or ornamentals are being propagated in this country and some of the easily-rooted shrubs in excess of any possible market, yet there are other lines that are needed whose production here is not assured. Our orchardists are not at all interested in *Spiraea Van Houttei* and *Forstia Fortunei*. They and we are vitally interested in fruit tree seedlings as good or better than the foreign stocks. Mr. Gould's bill authorizes the Secretary of Agriculture to assemble and test stocks suitable for propagating purposes. Every nurseryman should look into the bill which is now before the House Committee on Agriculture. It is a constructive measure worth supporting; Congressmen will become interested in it if they find that some of their constituents are interested.

I wonder how many nurserymen are familiar with the provisions of the Raker Bill (H. R. 1127)? It is altogether impossible. It provides for the inspection of nursery stock sent by parcel post, at destination, in addition to the inspection already made at point of shipment. You can imagine the condition of plants opened up and repacked (?) in a distant state before reaching the purchaser. I mentioned the bill at Chicago to one of the large mail-order nurserymen who confessed that he had not heard of it. It makes the shipment of nursery stock by mail almost impossible.

This and the Cramton Bill (H. R. 392) both regulate interstate shipments of nursery stock to their practical elimination. It would be interesting to ascertain what connection, if any, exists between these and other bills all apparently looking to the same end? If growers of nursery stock are to be limited to delivery within their own states, we should know it and prepare for it. The Cramton Bill, fortunately, will fail because of its own provisions and yet nurserymen interested would do well to write their Congressmen. There is no need of such a bill when every state affords its citizens ample protection against fraud. Nor is there occasion to single out one class to be branded as potential frauds.

Sometimes I have thought that we nurserymen might profitably interest ourselves in the bills that are good or have the germ of good in them, rather than to be always in the position of opposition to legislation. I cannot recall when we have not been in opposition. Of course, we have been kept busy trying to combat efforts to put us out of business. But what I mean is that by a sympathetic attitude towards proposed

legislation that has an honest aim and the purpose to benefit those who buy our products and therefore us, we might assist in really constructive legislation. There is the Gould Bill right now: it seeks the production here of raw material formerly imported and not heretofore grown here; are we for it or not? Do our Congressmen know how we feel? They can't know unless we tell them.

JOHN WATSON.

400 Nasau St.

Princeton, N. J., Aug 12, 1919.

## For Plant-Detention Camp

For the purchase of a tract, not exceeding 50 acres, near Washington and the erection of necessary buildings and equipment for the establishment of a plant detention and inspection station, \$50,000 is appropriated in the U. S. Agricultural Bill. With growing interest in restrictive measures as a means of protecting valuable crop plants against insects and other enemies, and especially in view of the recent Plant Quarantine Order No. 37, excluding from the United States most living plants from foreign countries, there has developed a pressing need for better facilities for handling the plant inspection and plant quarantine work. Through co-operation with the Federal Horticultural Board, tentative plans have already been developed for the Office of Foreign Seed and Plant Introduction to act as a clearing agency in the handling of all new plant material that the board under Quarantine Order 37 may permit to come in and be grown in this country by commercial agencies for the purpose of building up the horticultural industries which heretofore have been conducted abroad. New crops originating in many parts of the world must be permitted to come in under careful restrictions in order that they may form the basis for new industries. The burden of this work will fall largely upon the plant introduction, inspection, and detention station.

In connection with all this work, it will be necessary for the entomologists and pathologists of the Federal Horticultural Board to develop many new lines of treatment for such plants as nursery stock, bulbs, and roots in bulk. Little work has been done along this line and little is known regarding the immediate and after effects of the treatments of stock packed for shipment. Obviously the department grounds are unsuited for work such as is here outlined. There is not sufficient room, and the work is handicapped by the proximity of other lines of plant activities that might be jeopardized.

## BABY RAMBLER NOTES

Clarence Perkins has received his discharge from the Service and is on the job talking Jackson & Perkins Preferred Stock once more.

Tom Stark is spending several weeks in the Southwest on business.

William Masten and Hort. Bowden sneaked off on a motor trip through Western New York and no one got hurt either.

F. Burnett Kelly, Carl Flemer, William Flemer, Jr., and Hort. Bowden attended the Ornamental Growers meeting in New York on August 6th.

Paul Fortmiller is spending a few weeks vacation in Canada.

Bert Manahan is back on the job after spending his vacation fishing in the wilds of Michigan.

Warning—Don't speed going through Nellyton, N. Y., it cost me a ten spot—Hort Bowden.



## Commercial Fruit Culture

### American Fruit Growers

Much of the mystery surrounding the financiers and other interests identified with the new American Fruit Growers was dispelled when the organization applied for a charter in Delaware with an authorized capitalization of \$50,000,000. The stock of the company is to be divided as follows: \$10,000,000 preferred and \$40,000,000 common. For present needs only \$10,000,000 of the stock will be issued, and none of this will be offered publicly.

#### An Amalgamation

As already published, the headquarters of the concern will be in Pittsburg, Pa. The Union Trust Company of Pittsburg, it was learned, acted as bankers in the formation of the company, which is built around several existing firms as a nucleus. The concerns entering into the amalgamation are Crutchfield & Woolfolk of Chicago, T. H. Pepper & Co. of Los Angeles, F. S. Dutton of Florida and Wells & Wade of Washington. All of these are distributing concerns.

#### \$5,000,000 in Orchards

The American Fruit Growers will not confine its activities to the functions of distribution and marketing, however, for it has already entered the production field. It has acquired to date orchard properties valued at \$5,000,000 located in the Corona citrus belt and Lodi grape district of California, in Wenatchee, and Yakima Valleys of Washington, the apple regions of the Appalachians and in Southern Illinois, some properties in Oregon and in citrus sections in Florida.

#### The Officers

The officers of the company are: J. S. Crutchfield, President; P. B. Woolfolk, Vice President; Chester A. Tyson, Vice President and Charles J. Brand, Vice President and General Manager. Mr. Brand recently resigned as chief of the Bureau of Markets of the Department and Agriculture, with which he had been associated since its organization.

Mr. Crutchfield stated that the company is largely supported by the Pongdon estate of Duluth. He said that the President of the United Fruit Company was among the large stockholders and that a Vice President of that company would be on the Board of Directors. Others who, he said, would take blocks of stock or were interested in the venture are the following:

A. W. Mellon, G. L. Gillespie, Hamilton Stewart, C. L. Snowton, James B. Haines, all of Pittsburgh; H. S. Hazeltine of Los Angeles, R. H. Parsons of Seattle, John M. Dean of Providence; Arthur W. Sewell, President of the General Asphalt Company; Charles McKnight, President of the Carbon Steel Company; T. C. Spencer, Charles F. Ward, resident of the Ward Baking Company; W. L. Clause, Chairman of the board of the Pittsburg Plate Glass Company; James W. Groze, President of the Monongahela National Bank; A. M. Scott, wholesale grocer; W. M. Scott, horticultural authority of Washington, D. C.; E. P. Porcher of Deerfield Growers' Company of Florida; A. B. Mitchell of Florida and L. C. Sands, Vice President of the Oil Well Supply Company.

#### Fruit and Vegetables

Crutchfield further stated that the company will market both fruits and vegetables under branded names, and will do a national business of producing and distributing farm products and also develop the export trade. The interests of the new company

are being pushed vigorously in California and on the Pacific Coast by O. W. Schluessner, formerly Pacific Coast Manager of the Bureau of Markets, United States Department of Agriculture, and H. S. Hazeltine, former General Manager of the California Vegetable Union, both of whom have joined the organization. T. H. Peppers has been elected regional director of the company, and will probably have charge of the business on the Pacific Coast.

Frank A. Vanderlip, who recently retired as President of the National City Bank of New York city, denies that he is interested in the company.

Plant orchards this fall rather than next spring is the advice of the Missouri College of Agriculture, which says:

The unusually profitable returns that commercial growers realized from their orchards last year, coupled with the even greater returns that appear to be certain this year, undoubtedly will lead many to consider seriously the advisability of setting an orchard. Those who are to plant orchards would do well to make all arrangements to plant in the fall rather than in the spring. This means that the land should be thoroughly prepared and the nursery stock ordered so that planting can start in late October. Fall-set trees do much better under Missouri conditions than trees planted in the spring. There is a smaller amount of loss of trees and the growth of the first two seasons is larger and more vigorous. Furthermore it is generally easier to obtain good grade nursery stock of the desired varieties than in the spring when supplies are more or less depleted. The University of Missouri College of Agriculture will be glad to make suggestions regarding varieties, the choice of soils and locations, and many other details connected with the business, whenever this information is requested by the prospective grower.

**Martinsburg Orchard Sold**—The largest orchard sale recorded in the history of Berkeley county, W. Va., was consummated recently, when Alva C. Richards, of Winchester, Va., purchased from the Arden Orchard Company, of this county, its tract of 287 acres near Arden, for \$200,000. The plant was sold by John M. Miller to the Arden company less than six months ago for \$125,000. The company was headed by Congressman George M. Bowers of Martinsburg, and had 28 stockholders. The average price per acre was \$625.

The back yard orchard will make as valuable a return for the average family as does the vegetable garden itself. Everyone who puts out a garden can just as well be growing a small home orchard in it, according to J. C. Whitten of the University of Missouri College of Agriculture. The cultivation given the vegetables is just what is required by the young trees.

Select apples, cherries, plums, peaches and pears of varieties that will furnish a succession from the early Richmond cherry, which ripens in May, to the late keeping apples like Ingram and Lansingburg, which keep until the following May. One tree of each variety is enough.

Sweet cherries, in the humid climate of the East, are very perishable, but the fact that vast quantities of this fruit are shipped in perfect condition across the continent from the Pacific coast, offers a fertile field for speculation and experiment as to whether thorough spraying in the East may not insure against rot germs there, as climate does in the West.

One thousand acres of new orchards have been set in Yakima county, Wash., this spring, according to an estimate by District Horticultural Inspector C. B. Wood. The estimate does not include plantings made to fill in old orchards, which has been extensive.

### A Countess' Advice

The New York Times recently published an editorial in behalf of roadside tree planting which drew the following comment by Countess Alida von Krockow, of New York city, explaining in detail the method of handling roadside fruit tree crops in Europe:

I have seen innumerable roads in Europe planted with fruit-bearing trees. It is a policy of the State Government and communities of several counties there to derive the revenue for the upkeep of their roads from the ground of the roads themselves. The soil is examined, and, according to its composition, pear trees or apples, cherries, or plums are planted on both margins. In the spring of every year an auction of the prospective crop from the trees is advertised by the authorities of a neighboring town or village. The advertisement brings jobbers and retail dealers in food commodities to the spot, and the highest bidder secures the product of a given section.

With the product goes a right to construct an appropriate number of temporary shelters of straw or timber between the trees along the road, for the use of the men who watch the fruit and, when ripe, pick and pack it for the market. A small, thriving business is also pursued meanwhile by selling handy quantities of fruit to passers-by and the throngs of people that love to come out on pleasant days to relish it in the open. The income from the auction sale pays a good part of the whole of the wages of the section road-superintendent and his helpers, besides providing stipends to such inmates of the local poorhouses as are found capable of handling a shovel or stone-breaking hammer.

Very considerable sums are thus saved to the pockets of taxpayers. Village communities are spared the outlay for stone-crushers and much carting, for the authorities urge farmers to improve their fields bordering on the roads by collecting the stones in them and throwing them out on piles between the trees, where they can be broken up and used for filling.

**What Delaware Orchards Will Do**—A few years ago, Henry Cole, a farmer near Townsend, set out a large orchard of apple trees on his farm that are selling from \$2.50 to \$3.00 a hamper, with a heavy demand for all that can be supplied. Most of the fruit is what is known as the Yellow Transparent which is in heavy demand for apple pies. Farmers with orchards of any size at all are expected to clear from \$5,000 to \$30,000 on this variety of fruit alone this year.

### No International Apple Show Until 1920—

A recent meeting of the Executive Committee of the International Apple Show, an organization which was formed in last February by representatives of 20 producing states, it was decided to hold the first annual apple show in 1920, probably during the month of November. The original plans were to hold the first exhibit this fall but for several reasons, principally because the time was considered too short to get things in proper shape, it has been set for the fall of 1920. It is proposed that the show be held in the Chicago Coliseum, although definite plans have not been decided upon.

**Box-Barberry Supply Limited**—The superintendent of one of the largest estates in the vicinity of Chicago, recently told a representative of the Elm City Nursery Co., that it was his intention to discard practically all of the edging stock now planted, and replace them with box-barberry next spring, being fully convinced of its merit for this purpose. On being asked where he intended to get this supply, he replied that he would buy them. This leads to the question as to where the stock for the ensuing spring's demand is coming from, as a reasonably careful canvass of the trade warrants the statement, according to a representative of the firm, that there is comparatively little stock in field grown sizes, which will be available at that time with the exception of what is owned by two concerns, and from present indications, many who would like to use box-barberry for various purposes during the coming year, at least, will be unable to secure their requirements on account of the limited supply.

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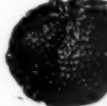
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AMERICAN business men do not realize the value which trade journals and technical magazines may be to them in increasing efficiency of their factories and in giving them a broad and comprehensive view of their business. Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."—Edward N. Hurley, Chairman U. S. Shipping Board.

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## LABELS FOR NURSERYMEN

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## The Nursery Profession

That the suggestion made in Chicago in June and featured in each issue of the *American Nurseryman* since, regarding college courses for Nurserymen, was timely is indicated by the statement by a member of the faculty of the Pennsylvania State College, that a number of inquiries have been received by that institution asking where a trained specialist could be found and that the demand for trained propagators has become more pronounced since the establishment of Quarantine 37.

It is of interest to note, first, that the Pennsylvania State College is working toward the establishment of facilities for providing a practical course of this kind; and, second that at the present time the Department of Horticulture of that college is giving a third-hour credit course in Nursery Practice.

What any institution will desire to know is to what extent the Nurserymen will back up the college authorities—whether establishment of such courses would have the practical support of the Nurserymen; whether graduates could be assured of employment. Is the subject of sufficient interest to use our columns for its discussion?

### Combine Theory and Practice

Editor *American Nurseryman*:

I have been much interested in the report of discussions for special college courses to educate nursery propagators.

And I believe that the question is one that should receive practical aid from nurserymen. While it is absolutely necessary that the practical knowledge in propagation should take place in the nursery, where the actual work is to be carried on and facilities for handling plants in a large way are possible, still, it would be of great advantage to start with young men who have received specialized education at some agricultural school. A knowledge of botany, the fundamental knowledge of plant growth, the theory of propagation, and the basic questions, could all be mastered at an agricultural school very much in the same way that a man who is to take a specialized course in medicine, electricity, engineering, etc. is benefited by a general college education.

No doubt such a course could be arranged at some of the larger agricultural colleges. I hope that the matter will receive further investigation and inquiry on your part.

THEO J. SMITH.

Geneva, N. Y.

Aug. 1, 1919.

### A Timely Warning

To those sturdy pioneers who founded the great horticultural establishments of the country, some of which remain, we owe our heartfelt appreciation and gratitude. Great souls were theirs and all the world enjoys their goodly heritage; unmindful of their endless hours of patient toil, we reap the rich reward for which they labored not in vain!

In all the noise and din and wild acclaim of honors gained and fortunes won do you know that the great horticultural establishments in this country are dropping out and "commercial interests" are absorbing the young men who have brought up in that business? Some one has said we should be

careful in the selection of our grandparents, and in the nursery line one should select a horticulturist for his grandfather in order that by a third generation he would have acquired an aptitude for the business and a learning capacity that would be more than superficial.—Edward Teas.

Well, that is exactly what college courses for Nurserymen will help mightily to correct! Are there more of our readers who see the importance of this subject and are willing to help provide the remedy by a word of encouragement?

### Illinois Will Co-operate

Editor *American Nurseryman*:

I beg to assure you that the Department of Horticulture of the University of Illinois is greatly interested in the development of a course or courses which will be of direct benefit to nurserymen. We have for some time been giving a course in nursery management, but this of course is entirely inadequate for present demands. I am asking our Department people to work out some details, and when these have been thoroughly discussed we hope to have such a course adopted within the next college year.

J. C. BLAIR.

Head of the Department of Horticulture.

### Tennessee College Is Ready

Editor *American Nurseryman*:

I am in receipt of your letter of July 21 with reference to courses for nurserymen, and have discussed this with our Horticulturist, as well as our State Nursery Inspector. I believe it would be possible for us to put on a short course for nurserymen this winter, and later develop one or two-year courses for nurserymen, as the demand might warrant.

H. A. MORGAN,

Dean and Director.

### Pennsylvania Course Now

Editor *American Nurseryman*:

For the past two years the Department of Horticulture has realized that there would be a great demand for college educated propagators and growers of trees, shrubs and herbaceous perennials. This fact was brought to our attention by a number of letters of inquiry from Nurserymen, asking where such a trained specialist might be found. The demand for trained propagators has become more prominent since the Plant Embargo Law has gone into effect.

The State Institutions can and should co-operate with the Nurserymen in educating men capable of taking charge of the propagation and growing of all plants in the nursery. With such high caliber men in charge of that branch of the nursery business, the general practice and nomenclature of species and varieties might be simplified and standardized. The plane of operation, in other words, could be raised. Such a man would be capable of supervising the production of new and better varieties of plants, and would be able to discard new varieties which do not come up to previous standards of perfection. If such men were in charge, they could very readily appoint committees, which in turn could eliminate duplicates and determine upon one name for each plant. Today in the nursery catalogue we have plants listed under four scientific names. This should be altered by such committees.

Very few colleges are equipped for this sort of work. The Pennsylvania State College is working toward that end in their new ornamental development of two acres; such a course could be started immediately if the Department was assured that they would have the backing and support of the

Nurserymen, especially those located in Pennsylvania. Before such a specialized course could be introduced in the curriculum, a small amount of material would have to be introduced into our newly established nursery. The Department would not feel justified in establishing such a course, unless a reasonable number of students would take the course to make it worth while to secure a special instructor. At the present time the Department of Horticulture is giving a three-hour credit course in Nursery Practice; a thorough, practical course.

During such a specified course a student would be instructed in the following subjects, which would have a direct bearing in his work: Language, Tractors, Systematic Botany, Green House Practice, Plant Physiology, Plant Diseases and Combating Methods of Insect Control, Plant Breeding, Various Horticultural Subjects, Nursery Material and Nursery Practice, including Propagation, Growing and Shipping.

I hope that there will be a further discussion upon this subject, and that the Nurserymen will offer suggestions for a workable plan. I would appreciate correspondence with any who are interested in organizing such a course.

E. I. WILDE,

Assistant Professor of Floriculture, Pennsylvania State College, State College, Pa.

A labor note in English Exchange reads:

"The present and future status of the lady gardener is part and parcel of the whole problem of feminine industry, and the possibilities of an establishment such as the Horticultural Training College at Swanley have a direct bearing upon the value of what is now costly labor.

"The question which requires careful consideration so far as female labor is concerned is what particular branches of horticulture are best suited to girls. There is a vast difference between a market nursery and a private garden, and I do not believe an all-round hand will meet the requirements of the Trade. If the College can train specialists, such as Fern raisers, propagators, Carnation growers, Heath growers, etc., it would be of infinitely more advantage to both the students and the Trade than the idea of an all-round training. There is plenty of room today for a similar establishment for the training of lads, but actual practice must be the principal feature, not the class room tuition."

### A Profit-Sharing Plan

Swain Nelson & Sons Co., Chicago, Ill., are, we believe, the first to announce a profit-sharing plan in the interest of their employees. The announcement follows:

To the Employees of Swain Nelson & Sons Co.

We are this year going to try a profit sharing plan, by which every employee will receive a dividend on his year's earnings at the same rate as will be paid to the capital invested above 6% interest.

This plan is based on the idea that the money invested in a business should earn more than 6% rental or interest and that the efforts of the employees when they take an interest in their work should be rewarded with a share of the profits.

The dividend will be paid December 31st and any employee who prior to the date of payment has left the employ of the company shall not share in the wage dividend, but if he has been laid off or is absent on account of sickness or any reason beyond his control, he shall receive his share.

These dividends will, of course, not be paid unless the company earns profits enough to pay them.

## Peach Seed

ALL VARIETIES

Write, THOMAS R. HAYMAN,  
1614 Oliver St., BALTIMORE, MD.



## From Various Points

William A. Peterson of Peterson Nursery, Chicago, Illinois, went on July 26th for a vacation at Winona Lake, Ind., returning August 5th.

J. A. Young, president Aurora Nurseries, Aurora, Illinois, with wife and daughter is spending a few weeks motoring to various Wisconsin Lakes.

The recent rains over Northern Illinois, after a protracted drought, made the farmers happy and incidentally were welcomed by the Nurserymen.

E. W. Carberry, the veteran nurseryman of Elgin, Illinois, has sold his entire stock of trees and plants to the D. Hill Nursery Co. He has made enough money to retire and will take it easy from now on.

D. Hill, president The D. Hill Nursery Co. Inc., Dundee, Illinois, and family, is spending several months on the Pacific Coast, looking after real estate interests and visiting the growing centers and nurseries.

W. B. Munson, Denison, Tex., has been elected president of the Texas Horticultural Society. G. H. Blackman, Waxahachie, and E. W. Kirkpatrick, McKinney, and E. Pomeroy, Donna, are on the executive committee.

J. F. Von Oven of the Naperville Nurseries, Naperville, Illinois, will soon leave for an extended eastern trip among the various Nurseries. Mr. Von Oven has other interests besides his nursery, among them a brick yard, which altogether keeps him pretty busy.

E. F. Coe of Elm City Nursery Co., led the discussion at one of the sessions of the Institute on Protection of Shade Trees in New Haven, Conn., July 22d. The city forester recommended for street and park planting the elm, maple and European sycamore, though the latter does not well withstand the low temperatures of Connecticut.

C. C. Teague, president of the California Walnut Growers' Association, says: "For many years I have been a strong advocate of co-operative growers' organizations for marketing agricultural products. out of a firm conviction that it is only through the development of such co-operative marketing organizations that the agricultural products of the soil can be properly distributed and the grower receive a fair remuneration for his product and at the same time the consumer receive the product at a reasonable price."

It was an inspiration to those who attended the convention of fruit growers at Riverside to hear from Prof. Marlatt of his determination to give the country efficient enforcement of the law. Untold millions of loss have been suffered by this country which might have been prevented by quarantine enforced years ago. Strength to the arm of Prof. Marlatt.

There are pests we know not of, and we crave continued ignorance. It is to be hoped that congress will consider the interests of the people rather than listen to the profiteers.—California Cultivator.

For family reasons and mutual agreement between its members the firm of Levavasseur & Sons, Ussy and Orleans, France, dissolved partnership September 1, 1919. The establishment of Ussy is continued by Norbert Levavasseur, Ussy, Calvados. The establishment of Orleans is continued by Ernest Levavasseur, Orleans, Loiret. Accompanying the announcement is this note: "It remains for our customers to choose the establishment for their future orders, but do not write to the firm Levavasseur & Sons, as such letters could not be delivered by the Post Office."

Anyone who wishes to realize what the "Wichuraiana" class has done for our gardens, should take a trip on a Thames steamer from Windsor upwards. Just now nearly all the riverside gardens are simply gorgeous with masses of crimson, pink and intermediate tints. This magnificent wealth of color is a delightful treat to all beholders, and would of course have been impos-

sible before the introduction of the Wichuraiana hybrids.—Horticultural Advertiser, England.

The location of the Conard & Jones Co., as most of our readers know, is West Grove, Pa. Yet in the August issue of the *American Nurseryman* at page 48, the interesting communication from President Robert Pyle of that company, on the subject of the Nursery Profession, was dated West Chester, Pa. This correction is made for the benefit of the few who may have been misled by the error.

Theo Saunders, Ballarat, Australia, has written to the *American Nurseryman*, asking information regarding American custom in scoring exhibits of gladioli. Secretary Wilbur A. Christy, of the Gladiolus Society of Ohio, Warren, O., has supplied this information. Under this system points are scored as follows: Spike, 20; flower, 25; color, 20; foliage 15; durability, 10; general effect, 10. Mr. Christy is a well-known grower and hybridist.

Reports from France are to the effect that it is proposed to fix the prices for Rosa canina, first choice, at about 200/- per 1,000, for autumn delivery, cash to be prepaid on price being fixed. A British nurseryman points out that this price works out at 2½d per stock, with all risks of transit, etc., against the buyer. Also that the only reason advanced for this enormous rise is that owing to the drought, growers will only be able to supply 80 per cent. of the quantities booked to their customers in England.

**Mammoth Citrus Fruit Tree**—In a grove three miles east of Clearwater, Fla., there is one of the largest, if not the very largest citrus tree in America. It is 45 feet high and has a spread of 40 feet. It is about 50 years old. The owner has taken 75 boxes of fruit from the tree in a single season, and from the crop of this tree and two others near it, he once received \$700. A picture of this tree has been taken for the National Geographic Magazine and will appear in next month's number.

## E. TURBAT & CO. NURSERYMEN

ORLEANS,

FRANCE

We have the pleasure to advise the American Nursery Trade that our New WHOLESALE CATALOGUE will be posted to any nurseryman in the U. S. A. who will apply for it.

Our catalogue is as much complete and as much interesting as it was previously but we cannot this season incur the great expense of posting it to all nurserymen of the United States of America without a special demand for the following reasons:

1st We are very short of Fruit and Rose Stocks which will be sold out early.

2nd. We have a superb assortment of:

Young deciduous and Evergreen, Ornamental and Forest Trees, Shrubs, Hardy Herbaceous, etc.

New Rare or Noticeable Trees and Shrubs and Hardy Herbaceous.

New and other Rose Trees which are prohibited at the entry in the U. S. A. if destined for selling at once, but which are allowed to enter if they are destined for the propagation work, and if the importer has obtained permission from the Federal Horticultural Board at Washington.

We are at the full disposition of the Nurserymen or florists of U. S. A. who desire to buy these articles and we will be very pleased to answer their demand re: catalogues and general information.

**E. TURBAT & CO., Nurserymen**  
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"Feeds the roots directly." Produces abundant vegetation with least expenditure of time, water and money.  
Adapted to orchard, lawn, garden, and farm irrigation.

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Our proposition will interest YOU.

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Write for sales proposition.



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# The National Association

## CREDIT AND COLLECTION BUREAU AGAIN AVAILABLE

The Credit and Collection Bureau formerly conducted by Counsel Curtis Nye Smith was temporarily suspended after his release as Counsel though he courteously conducted it to accommodate the Association for over a month after the expiration of his contract.

The Executive Committee in Chicago directed President Moon to see what arrangements could be made for the continuance of this service that members had enjoyed. With the assistance of Mr. Watson arrangements have just been made with the United States Fidelity and Guarantee Company of Baltimore through their New York office. Any member of the American Association of Nurserymen is now entitled to subscribe to the service of this company through Secretary Sizemore's office. The fees for collections will be the same as have been previously charged under the arrangement with Mr. Smith. The credit reporting feature which the new arrangement offers ought to be a great benefit to nurserymen for they can readily secure in advance credit reports of any customer about whom they are in doubt. The service will also include collection letters, proper forms of draft and list of attorneys who are secured by bond of the United States Fidelity and Guarantee Company.

The United States Fidelity and Guarantee Company protects the Association and any members subscribing to the service by a bond of \$10,000 with a limit of \$2,500 on any one attorney. This bond will for the present be deposited with President Moon. The detailed announcement will be mailed to members of the Association within a few days. Under the new plan each member is directly benefited financially for he can here subscribe to a service through his association which would, if purchased separately, cost him from \$15 to \$20 per annum and while through the Association he can secure this for \$5.00 per annum which covers the cost of the list of guaranteed attorneys and the quarterly supplement thereto.

Nurserymen having claims with Curtis Nye Smith will withdraw them and be given an opportunity to subscribe to this service to further prosecute their claims.

### Committee Appointments

Vice-President Lloyd C. Stark paid a visit to President Moon on August 19th at which time a number of matters important to the Association were discussed and the committee appointments considered.

Committee appointments already decided upon include C. H. Perkins, 2nd vice-president, Jackson & Persons Co., Newark, New York, as chairman of the Legislative committee. William Pitkin of Chase Brothers Company, Rochester, who long served efficiently as chairman of this Committee has consented to be a member of it that the Committee may have the benefit of his experience. The rest of this committee it is Mr. Moon's idea to select from the Legislative Committees of the state and sectional associations. He thereby expects to link up these associations with the National Association and to provide a direct means of communicating Legislation arising in any state with the National chairman.

It is also decided that the duties formerly performed by the Tariff committee will be merged with the Legislative Committee

which will hereafter bear the title Legislative and Tariff Committee.

The Market Development Committee is to be presided over by John Watson, of Princeton, New Jersey, as chairman. The entire membership of this has not yet been announced.

E. P. Bernardin, Parsons, Kansas, and George W. Holsinger, Rosedale, Kansas, have consented to serve as a committee to edit and publish the annual report of the proceedings of the Convention recently held in Chicago.

A. M. Augustine, of Augustine & Company, Normal, Illinois, is chairman of the committee to secure accommodations for the Convention to be held in Chicago in 1920, and to be generally in charge of that Convention. Thomas B. Meehan of Thomas B. Meehan and Son of Dresher, Pa., is chairman of the Committee of Relations with Landscape Architects.

### CONSULT THE MEMBERSHIP

Step by step the American Association of Nurserymen is making progress. It is much better, for instance, to keep the membership fully informed, from month to month, of the activities of the officers and the Executive Committee, through the trade papers, than to await the annual convention for such announcement for the most part. That is what is now being done effectively.

To this extent, the Executive Committee is taking the members directly into its confidence; the result must certainly be of direct and pronounced benefit to Association affairs. While it is true that the rank and file elect officers and an Executive Committee to act for the membership, the members like to feel that they are consulted on matters for action and are desirous of knowing what action has been taken as soon as it is practicable for them to be informed.

There is another step which, without the least doubt, may well be given special consideration in the interest of advancing the welfare of the Association. The officers have urged the members to communicate their opinions and suggestions to the officers, and it is encouraging to note that this is being done to an increasing extent. This is the logical way of getting together—of co-operating. The other step that is now suggested is that the officers and the Executive Committee reciprocate by communicating in advance of action, matters which it is proposed to act upon, and ask opinions and suggestions thereon. This is entirely practicable in most matters which come before the management. Of course there are occasionally emergency matters demanding immediate attention. One way to hold present membership is to consult the rank and file frequently regarding proposed action; it is also a good way to increase membership for it tends greatly toward making of every member a solicitor of new memberships. Enthusiasm and

hearty co-operation, rather than aloofness, beget the same quality.

Another direction in which it is believed, the Association may well tend is the enlargement of the Executive Committee. There is already discussion in the trade over the fact that by reason of the many different interests in the trade represented in the Association, and by reason of the various conditions in sections of the country, there seems to be need for broadening the board of control of the national organization to at least fifteen members, and maybe twenty-five members, so that all interests and sections could have representation. Some have suggested that in any event, perhaps, and certainly in the event of continuance of the smaller number, membership of the entire Executive Committee should change oftener, say completely once a year, so that all interests would have a turn.

As in every effective organization, the rank and file would enjoy the feeling of direct, active participation in organization affairs. The stationary point at which membership has rested in the case of the American Association of Nurserymen shows clearly that something is needed to create the desired interest. It may be that what we have just suggested is the very thing needed. At all events, there would seem to be little risk in trying it out. The important point, it seems to us, is that care should be taken to consult the membership on all important matters before action is undertaken. This should prove of distinct advantage to the Executive Committee and the officers, for it would relieve them of much of the responsibility otherwise resting upon their shoulders; at the same time it would practically insure satisfaction; for we take it for granted that the wishes of the majority would be observed.

Discussions in the trade have to do with present methods. The feeling is that the trouble is not with any individual, but rather with the system of operation. In the opinion of those who are taking an interest in organization affairs, the usefulness of the American Association would be greatly increased by giving special thought along the lines suggested and acting upon them where they seem to fit into existing conditions. It is the old question which has been raised with great effectiveness in recent years in organization affairs: What do I get out of the association for my membership money? Upon that question and its answer depends the size of the membership of any organization; and the American Association of Nurserymen is not an exception.

It is admitted upon all sides that the American Association of Nurserymen ought to have larger membership. One way is to desire more members; another way is to get them. Considerable progress has been made of late in providing membership inducements which cost money. What we have just been suggesting can be added to the inducements without price. Is it worth considering?



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*American Nursery Trade Bulletin*

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From August "American Nursery Trade Bulletin."



PRESIDENT J. EDWARD MOON OF AMERICAN ASSOCIATION OF NURSERYMEN

The picture is characteristic, for the ever present bouquet of flowers that he insists every nurseryman should have in his office is apparent. There is an absence of accumulated papers on his desk—that is required throughout the Moon Company's office, where the rule is,—"the file is the only place a letter should be"—Mr. Moon's efficient secretary, Miss Johnson, answers much mail

and has all details of letters requiring his personal notice looked up and ready for him before they are submitted for his attention. President Moon has the distinction of having first proposed the now popular movement of planting Memorial trees for soldiers and up to date his suggestion of "America Fruitful and Beautiful" is the best slogan that the Market Development committee has announced.

Mr. Moon's first name is James, but there happen to be seven other James Moons, two of whom are still living; so he is called "Ed." His age is 36, and his father was William H. Moon, who started the Wm. H. Moon Co., and who was prominent in Nursery circles and is remembered by many in the Nurserymen's Association.

Samuel C. Moon was an uncle and proprietor of The Morrisville Nursery, until his death in 1911, when that Nursery was purchased by the Wm. H. Moon Co. James M. Moon, president of the Wm. H. Moon Co., is another uncle. Henry T. Moon, treasurer and general manager of the Moon Co., is a brother.

The Moon Nurseries are the oldest in America. In 1769 James Moon a great, great grandfather of our president, was raising and selling trees. A Vicar of Wakefield Pear tree sold in that year is still living and bearing fruit in the neighborhood of the Moon Nurseries at Morrisville. Each generation since that time has carried on the business. In 1848, Mahlon Moon published the first catalog, and prominently displayed in this were Fox Seedling, Stump, Crawford and other peaches, that continue in demand today.

J. Edward Moon comes from sturdy Quaker ancestors who followed Penn to Pennsylvania, in 1863, and he holds to the same religious faith as his forefathers, being clerk in one of the Quarterly Meetings of that sect. He was educated principally at Friends Boarding School, Westtown, Penn., he was not conspicuous in his scholarly attainments but prominent in athletics, having been captain of his school's baseball and foot ball team, for two consecutive years.

When writing to advertisers just mention American Nurseryman.

and he says, "those teams could surely play ball." Their records seem to justify his claim. In 1902 he graduated as valedictorian, and it so happened that Mary Brown, of Llanerch, Penn., whom he afterward married, was in the same class. Mr. Moon did not go to college for the late Wm. H. Moon thought that "Ed" only wanted to go for the athletics, and work in the Nursery would undoubtedly develop his muscles as much. He is now secretary and sales manager of the Wm. H. Moon Co. The nurseries are devoted almost exclusively to ornamentals. Evergreens have long been a specialty, in fact the digging of this type of tree with ball of earth and burlapping is said to have been first practiced at Moon's nursery. Their business is largely retail and principally in the beautiful suburban communities that surround New York and Philadelphia, their nurseries being located mid-way between these two cities and within 160 miles of twelve million people. Many of the finest places in America owe their beauty to Moon's trees.

Mr. Moon confesses to a certain justifiable pride in his lineage of nurserymen ancestors, but frankly confesses that it is not what they did for the nursery industry that concerns him most, but what he can do in his day and generation. The sales record of the Moon company and the advanced, progressive policies it practices are evidence that he is not relying upon prestige and lineage for his success and reputation.

Since the inception of the nurserymen's movement for Market Development, Mr. Moon has been a keen supporter of it, and has given largely of his time to promote it. The nation wide movement to "Plant Memor-

Where to get your young stock—see page 63 of this issue.

ial Trees for Soldiers" was first proposed by Mr. Moon. This suggestion undoubtedly will lead to the sale of large numbers of trees by the nurserymen of America. Also did Mr. Moon suggest the slogan now being used of, "America Fruitful and Beautiful." Amidst his busy day of nursery business for the Moon company, and for the National Association, Mr. Moon finds time to be on the board of managers of Friends Hospital, the second oldest hospital for insane in America. The institution's beautiful fifty acre lawn, within the limits of Philadelphia, and its many fine trees as well as a six hundred acre farm with a herd of over one hundred registered Ayrshire cattle are features of this hospital, to which Mr. Moon gives his agricultural and horticultural knowledge. He is also a member of several other committees and organizations.

### The Cinematograph in Trade

Members of the American Association of Nurserymen were introduced at the Chicago convention to the possibilities of moving pictures as a method of educating the public in the use of Nursery stock. That was in June in Chicago. At almost the same time in London the editor of the Horticultural Trade-Journal had a similar experience, of which he says:

To suggest to anyone whose acquaintance with the Cinematograph is limited to an occasional sight of a Charlie Chaplin film or some blood curdling melodrama production, that the "Movies" are capable of being brought into use for purposes of advancing practical horticulture would, maybe, sound passing strange, but thanks to the Chamber of Horticulture and The Community Motion Picture Bureau, a number of Horticulturists including myself had the privilege last week of viewing some highly interesting and instructive films portraying various phases of plant growth and the development of flowers and seeds, and we were all impressed by what we saw and heard, with the unbounded possibilities of the Cinema for the advancement of scientific, practical, and commercial horticulture. We saw how the unfolding of a flower which in life occupies a period of days or weeks can be faithfully portrayed in a few seconds, and it occurred to us that a view on similar lines of the development of some troublesome plant diseases, and of the effect of curative measures would be of immense scientific and also practical value, whilst the relative growth of a plant fed with a certain fertilizer against one grown without special nourishment would prove a tremendously powerful form of advertising. We of this twentieth century are enjoying many wonderful advantages which we learn to take as quite a matter of course, and ere long methinks, the Cinema will be harnessed to real commercial enterprise as distinct from mere amusement and recreation.

The secretary of the Horticultural Trades Association, of Great Britain and Ireland, publishes in the Horticultural Advertiser this statement which is of special interest in America, by reason of recent A. A. A. action:

"Complaints are frequently made to the H. T. A. of private persons who, given trade terms, publish these to their friends. But surely the complainants must see that the remedy lies in themselves steadfastly refusing to give wholesale prices to anyone outside the trade—however near to it the outsider may be. Giving trade terms to outsiders even 'only to one or two as a special favor' is indefensible and does incalculable harm. Though the doer may not understand what he is doing, it is really a form of treachery to the trade that in the long run recoils upon his own head. The best action our members can take is to notify the General Secretary of the names of any people disseminating trade terms in the wrong quarters."

Say you saw it in AMERICAN NURSERYMAN



## Legislation

### Quarantine Amendment

Secretary D. F. Houston, U. S. Dept. Agriculture has made the following regulation amending Quarantine 37, effective August 16, 1919:

Regulation 15—Permits for the Importation of Otherwise Prohibited Stock from Foreign Countries Contiguous to the United States.

When it is deemed by the Secretary of Agriculture that the importation from countries contiguous to the United States of any class or classes of nursery stock and other plants and seeds the entry of which is not otherwise provided for by these regulations will not be attended by serious risk to the agriculture, horticulture, or floriculture of the United States, permits may be issued, on application, authorizing the entry of such nursery stock and other plants and seeds under such safeguards as may be prescribed in the permits: Provided, That importations under this regulation shall be limited to specific classes of nursery stock and other plants and seeds which can be considered as peculiar to such contiguous countries, and not mere reproductions of imported stock from foreign countries, and which are not available in sufficient quantities in the United States: Provided further, That this shall not apply to nursery stock and other plants and seeds governed by special quarantines and other restrictive orders, other than quarantine 37, now in force, nor to such as may hereafter be made the subject of special quarantine: Provided further, That in addition to the certificate required by Regulation 7, the invoice covering nursery stock and other plants and seeds offered for entry under this regulation must be accompanied by a certificate of a duly authorized official of the country of origin, stating that the nursery stock and other plants and seeds proposed to be exported to the United States have been produced or grown in the country from which they are proposed to be exported.

### Winged Ant Invasion

Tho. Foulk, of the Bloodgood Nurseries, Fushing, N. Y., sends to the Federal Horticultural Board the following account of an experience in and out of Canada:

Returning recently from Canada our car was invaded just out of Montreal by a swarm of flies or winged ants. I am not an entomologist and could not identify them. Some of the flies or ants were in the car when it reached the Grand Central Station, New York city, ten hours later. The thought that occurred to me was that probably harmful insects may reach America through other channels than by the importation of nursery stock with or without balls of earth adherent thereto.

To obviate the danger it is suggested that another quarantine or embargo be proclaimed at once interdicting international travel. This suggestion is offered that you may take steps immediately to guard American interests and incidentally the civilization of the world which may else suffer an eclipse. It would be interesting to know what harmful insects your department has kept out of

the country by your activities. This is an open letter to the Federal Horticultural Board and we hope will have a prompt acknowledgment, preferably through the press where this letter will be offered for publication. Make the best case you can and proclaim to the world the results of your labors.

The Brown Tail Moth is reputed at the present time to be almost if not quite the most harmful of recently imported pests. There is a story current that it was introduced by a scientist in the neighborhood of Boston some years since who imported the insect specifically for study and experiment. This is a rather ugly story and we are loathe to believe it and we respectfully request that you affirm or deny its accuracy.

### Why California Favors Exclusion

Henry W. Kruckeberg in Florists Exchange

Viewed from a protective standpoint, however, we find domestic plant products, fruit growers and fruit handlers, growers of garden and field crops, and the larger ornamental plant growers in America, quite generally in its favor, particularly on the Pacific Coast, where legislation and methods for fighting plant disease and injurious insects are in a more advanced stage than in the Middle Western and Eastern States. It is this phase that seriously affects California horticulture and pomology in all their lines. The men and women who toil in garden and field in the production of economic and ornamental plants, want no addition to the insect pests and diseases that already menace their industry and cut down their annual profits. Besides, there is every reason to hope that if afforded protection and reasonable interstate transportation rates, the American commercial plant industry will, within the next ten years, be able to largely supply the American demand for much of the stuff that has heretofore been imported. A number of beginnings have already been made along these lines in Washington, Oregon and California, which only require encouragement to become dominant factors in the production of the class of plants heretofore supplied from Europe. Obviously the quarantine makes a strong appeal to Pacific Coast plant interests on purely commercial lines, and a still stronger protective appeal to the orchardists and farmers. These combined render California's support of the quarantine almost unanimous. And this is little to be wondered at. The fruit interests (including those of nurserymen and florists) in this state expend three millions of dollars annually for spraying materials alone; add to this the cost of fumigation, labor and appliances, and the sum total is appalling. And what has brought this about? Simply the introduction of many injurious insects and disease on plants coming from foreign countries, some of which are indeed tough customers. By all means give the Florists' Exchange educational campaign full swing. By keeping its ear close to the ground it will catch public opinion, and thus illuminate the situation, clarify the atmosphere and really tell us "where we are at."

The nurseryman's objective: The undeveloped market in a yet practically new nation.

### DO YOU RECOGNIZE AN EXCEPTIONAL OPPORTUNITY WHEN YOU SEE ONE?

If you have had experience in supervising the filling of orders in a mail order nursery department of a good sized seed and nursery establishment; if you are thoroughly familiar with hardy shrubs, bulbs, roots, vines and small fruits; if you have proven your ability to direct the work of others and are not afraid of working too hard, there is an opportunity for you in one of the fastest growing houses of this kind in the country, located in the middle states. Give us details of your experience in this line, your age and the salary you expect. We will treat this information as confidential.

Address A. G., care American Nurseryman, Rochester, N. Y.

**IBOLIUM**, the New Hybrid HARDY PRIVET (L. Itoha x Ovalifolium) To be introduced Fall, 1919. More about it later. Elm City Nursery Co. WOODMONT NURSERIES, Inc., New Haven, Conn.

## For Nursery Salesmen

The "Last Word" in Professor Hedrick's excellent production, "Fruits for the Home Grounds," which nurserymen are circulating under an arrangement planned and executed by the publicity committee of the A. A. N., in collaboration with the J. Horace McFarland Co., may well be emphasized by Nursery salesmen and by Nurserymen generally:

"The fruit-grower may escape from many pitfalls and avoid many quagmires by keeping in touch with his state experiment station. The true fruit-grower, too, must have books—not one, but many—for he must see his orchard through many eyes. He must have, too, illustrated catalogues of nurserymen, and makes of horticultural implements. "Another last word! The fruit-garden must never be finished. To change and plant and plan constitute the chief delights of gardening. 'To travel hopefully is a better thing than to arrive,' says Stevenson. Traveling hopefully in an unfinished orchard is better than arriving, no matter how happily one arrives. Even frustrated hope and brave failure have their rewards. But away with failure! The hopeful traveler ever leans to the sunny side."

How short a time ago it was that the papers were filled with the legend, "Made in America." Women's Clubs took up the cry, and we believe that certain of them went so far as to pledge themselves to use only such merchandise as was "Made in America." We hear little of it now. Instead we hear the President hastening plans to recommence our trade with Germany. We hear the Secretary of Commerce saying that we must buy German and other foreign goods in order to help them pay their debts to us. We hear of associations and banks doing all they can to foster imports. We read in the daily papers advertisements exploiting foreign merchandise in preference to our goods "Made in America."—American Economist.

Prices in nursery advertisements in this publication are for nurserymen only. This does not include advertisements of books or other articles.

### WANTED!

Apple Seedlings  
Pear Seedlings  
Cherry Seedlings  
100 Pounds Apple Seed

W. R. GIBSON & SON, r.f.d. 2, Hood River, Ore.

**WANTED:** An Experienced, Efficient Office Man and Correspondent with practical knowledge of the Nursery Business.

An exceptional opportunity for the right man  
**KELSEY NURSERY CO., 150 BROADWAY N. Y. C.**

### CANNAS

A large stock of several varieties. Prices right. Let us book your order now for shipment at proper time.

PARKER BROS. NURSERY CO., Fayetteville, Ark.

### Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free  
American Fruit Pub. Co., Rochester, N. Y.

A recent subscriber to our Credit and Information List says:

"Think it the best money we have ever spent."

For full particulars write

**NATIONAL FLORISTS' BOARD OF TRADE**  
48 Wall St., New York City

## LITERATURE

### A Valuable Directory

The American Rose Annual, to which brief reference has been made in these columns, is such a valuable compilation of data on the Rose that we wonder if there are nurserymen who still lack possession of a copy. Time and space of late have pressed heavily in our work; otherwise special mention would have been made before of this unique publication. Great credit is due the editor, J. Horace McFarland, for what he has produced—and, in the case of the 1919 edition, in the face of unusual obstacles.

A summary of the contents of the current issue is thus presented by E. A. White, Ithaca, N. Y., secretary of the American Rose Society and we commend it earnestly to the attention of all our readers:

Rather an international than an American book is this 1919 volume, for it presents the after-war rose situation in France, Luxemburg, Italy, England, Australia, Bermuda, and Canada in entertaining letters from amateur and commercial rose growers.

**Silver Wedding Roses** is a delightful article on how to have hardy roses about the home without discouragement, written by the talented author of "The Garden of a Commuter's Wife."

**Fragrant Roses**, by Dr. W. Van Fleet, tells of the rose-attar possibilities of America, and informs the amateur of the sweetest flowers. The same author's **Rose-Breeding Notes for 1918** bring us up-to-date in the effort proceeding to obtain better hardy everblooming roses in and for America.

**A Rose Enthusiast and His Garden** is the tell-how story of a great architect (George R. Mann, who confesses that he was converted from golf to roses, gives intimate details and bloom records, and says his rose-garden takes "one hour a week in actual labor, and maybe two hours a day in the pursuit of happiness!")

There are several lists of varieties, with careful tabulated statements of variety experience, which will help the amateur avoid waste. **Winter Work with Roses** provides a new and fascinating field of rose-pleasure, and there is another **Back-Yard Record of Rose Bloom**.

The **Northern Cherokee Rose** will surprise lovers of shrub roses, and the account of several magnificent **hardy yellow shrub roses** received from China through the late Frank N. Meyer is illustrated with three beautiful plates. Information is given of a **novel method of rose-propagation** reported by the experts of the United States Department of Agriculture.

**The Passing of a Great Rosarian** tells of the life of Admiral Aaron Ward, the notable character who has influenced rose-growing on two continents and held up the honor of the nation all over the world.

A double-size frontispiece in full color shows E. G. Hill's great new **Rose Premier**, and the French and English hybridizers report their newest rose productions, blooming during the closing days of the war. The new **Madame Butterfly** also makes her rose-bow.

**Wayside Roses in France** is a charming little bit of extra-aviation experience of the war told by Capt. George C. Thomas, Jr., and **The Roses of an English Labor Leader** is a surprising contribution.

**ROSES in Italy**, by the Countess Giulio Senni, will be found not only good reading, but most suggestive for American growers; and **Roses in Australia**, by Mrs. F. St. G. Caulefield, show that the Queen of Flowers reigns around the world. Harold W. Nelles shows that he is **Riding a Rose Hobby in Montreal**.

**Save and Use the Roses** is a plan that ought to bring smiles to many sad faces, and it fits in with **Turning Roses into Red Cross Cash**, a Canadian experience which netted \$1,960 last year for good work.

Several wise commercial growers discuss **The Rose Cut-Flower Situation of 1918** (S. S. Pennock), combine **Experience and Pro-**

**phesy** (W. R. Pierson) and tell of **Roses Cut and Roses Growing** (Charles H. Totty). Mr. Totty also discusses the newer roses.

**Where Are Our Roses Coming From?** is the Editor's study of an American shortage of three million roses, with certain very important suggestions, accurate information as to sources, and a letter from Dr. C. L. Marlatt, of the Federal Horticultural Board, telling **How to Import New Roses** after the plant quarantine becomes effective June 1, 1919.

There are poems, many other helpful articles, the closely accurate list of **roses originated in America** (revised to March 10, 1919), a timely report on a bad rose disease, and twelve pages including twenty-nine helpful **Rose Notes**. The doings and rules of the American Rose Society are briefly set forth, and a **complete index** makes the mass of information easily accessible.

This cloth-bound 1919 Annual (184 pages, 11 full-page plates in color and sepia, uniform with preceding volumes), is sent to all paid members of the American Rose Society, and to any rose-loving person who forwards \$2 for annual membership to E. A. White, secretary, Ithaca, N. Y.

The membership list alone should be worth more than the price of the book to Nurserymen. It is a valuable directory of planters of Nursery Stock.

### The Perfume of Flowers

As Nurserymen become more and more interested in the production of roses, is there not a point well worth considering in the following from the Horticultural Advertiser, of England:

#### SCENT

Civilization has deprived most people of almost all primeval powers of smelling, but to those who are blessed with any keen olfactory power, the scents of the garden are one of its greatest joys.

We think that many nurserymen and seedsmen do not make enough of this point in their catalogs and descriptions of novelties, and so miss what would be a strong pull with many buyers.

Being among those rather favored in respect of smelling powers (or perhaps we should regretfully add, having been), we were pleased to note the other day that Mr. Hicks, in his charming rose exhibit at the R. H. S., called special attention to the new roses which excelled in the matter of perfume, and it was plainly evident that the hint secured an eager response from the public.

We feel sure that more attention to this point would be a paying proposition. Our Carnation men might give more prominence to it than they do. The same remark applies to other things, for instance, the delicious scent of Prince of Austria Tulip and a few other sorts is often passed over, and in Paeonies, some are highly favored, while others are almost nasty.

Has anyone yet paid proper attention to the varied scents of Narcissus? We were reminded of this a few days ago by noting the rich tropical perfume of "White Lady," almost reminding one of a Tuberose or Stephanotis.

There is a wide scope for observation in this line among shrubs and trees. Has anyone ever noted in a catalogue the delightful scent given off by the **dying leaves of the Bird Cherry** (*Cerasus padus*)? We pass a tree en route to the office, and have often stood a few seconds to inhale and enjoy the fragrance, and wondered whether this charm were generally appreciated.

To multiply instances would be tedious. Our idea is that all nurserymen should promptly note them when encountered for the next issue of their catalogue, and so add something to the joy of life for garden owners, and incidentally to their profits in business.

A new listing this month in the **American Nurseryman Library List** on outside back cover is "How To Grow Roses," by Robert Pyle, President of the American Rose Society and President of the Conard & Jones Co., West Grove, Pa.; price \$1.00.

When writing to advertisers just mention **American Nurseryman**.

## Cost Accounting

A British nurseryman writes to his trade paper as follows: "In our opinion no business can be run successfully unless stock is taken, and as far as we can see, no one is entitled to value his stock at more than the actual cost of production. Even then, he would only take the plant or tree into stock whilst it was of saleable value, and not when it had become unsaleable, when it automatically becomes a liability. Again, every owner of a nursery, however small, should allow himself a salary, and we imagine that £200 per annum would be the minimum. If his business will not pay him this, then he should sell up and realise his capital, because the business is not keeping him—he is keeping the business.

"Furthermore, interest in capital should be allowed for, say at five per cent. per annum, and after these two items have been charged, i. e., salary and interest on capital, then he can honestly say that the balance is his profit. If he does not adopt the firm principle of taking stock at its correct value, i. e., cost price, and allowing for the items in question, he is heading for the Bankruptcy Court. Surely it is to the interest of the trade generally that nurserymen should run their business on profitable lines."

Barbier & Co., Orleans, France, in a recent issue of a British periodical, outlines its system of stocktaking:

"Our business is nearly all wholesale and we only use figures for such a trade. Our inventory is made in September and stopped on the 30th of that month, that is just before the beginning of the season of sale.

We charge (1) The plants ready for sale at prices quoted in the catalog for the following season, and we take 50% off their value for shortage in quantities counted in the nursery, cost of digging, handling, and packing, plants unfit for sale, etc.

(2) Those in course of raising or culture (we mean the plants that have to be grown for one, two, three or more years, are quoted at prices representing the approximate cost of production up to the end of September.

(a) Fruit tree and ornamental stocks planted in the spring and budded in the summer are charged 12/- to 5/- per 100.

(b) Fruit and ornamental trees budded or grafted, one year's growth, not grown for present sale but for raising trained trees, standards, etc., at approximate cost of production, viz., 20/- to 25/- per 100.

(c) Same classes of trees grown for the same object, being 2 or 3 years old, 25/- to 30/- per 100.

(3) Seeds bought before September, not stratified, at cost price. Those stratified for one year, such as Briar, Thorn, etc., at cost price with a slight addition.

(4) The material, tools, carts, etc., unless quite damaged or in inferior value, at about half the price we paid for them when bought.

(5) Horses at approximate actual value.

(6) Greenhouses, packing-sheds and other buildings at a price fixed every ten years, less a yearly depreciation of 3 to 5%.

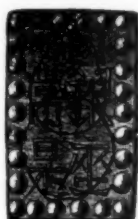
(7) Stock plants on which we take cuttings, grafts, layers, or other seeds, 8/- to 20/- per 100.

If some of the saleable plants have been undervalued, we consider we recover the difference the next season when they are sold, for they will be paid at their real value at that time.

To the figures thus obtained we add the balance of accounts (creditors and debtors) and the value of the goodwill, and we think we have thus the exact value of our business. We can then establish the amount of loss or profit on the season's dealings.

"Back up the Market Development Fund. It will mean dollars to you, and no nurseryman can afford to stay out of it."—Jackson & Perkins Co., Newark, N. Y.





## WANTED

NURSEYMEN TO DRAW ON  
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Peach, Apricot, Apple, Pear,  
Plum, Cherry, Pecans, Roses  
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All our own growing. In good assortment. Prices right.

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## Vincennes Nurseries

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#### Cherry 2 Year Usual Supply.

Demand very heavy; no more car lots to offer; can furnish limited amounts in assorted orders.

#### Cherry One Year

Thrifty and nice, will only dig limited number. Not as heavy as usual owing to cold April. Will make excellent two year. Prefer to carry over if our customers will let us.

#### Peach One Year

Limited amount in assorted orders only.

#### Apple Two Year

General list Leading Varieties in limited quantity.

#### Hardy Nut Trees

Grafted and Budded Pecans, English Walnuts and Grafted Black Walnuts in the best varieties.

Trade List now ready.

## Chief Exponent of the American Nursery Trade THE AMERICAN NURSERYMAN

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,

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ADVERTISING RATE, \$2.10 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1898—a quarter of a century—has boosted all the time for the interests of all the nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

## TO THE TRADE ONLY

We offer a general assortment of Nursery stock, and Nursery supplies, including—  
A few thousand Vrooman **FRANQUETTE** and **MAYETTE** Walnuts, both grafted and seedlings from grafted trees, and **BARCELONA** and **DU CHILLY** Filberts.

## Portland Wholesale Nursery Co.

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### Scarcity of Stock

makes our offer of choice shade trees and shrubs interesting reading.

We offer in assorted size Norway and Sugar Maple, Horse Chestnut, Catalpa Bungei, European Sycamore, American Elm.

In shrubs, Althea, both bush and tree shape, Cornus Siberica, Deutzias, Hydrangea P. G., Kerria Japonica and Japonica Variegated, Philadelphia assorted, Prunus Pissardi, Golden Elder, Spirea Opulifolia Aurea, Thunbergii and Van Houttei.

In Evergreens, Douglas Spruce, White Spruce, Norway Spruce, White and Scotch Pine, Retinospora Picifera and Picifera Aurea; Arbor Vitae, Columbia, Compacta, Ellwangeriana, Lutea, Siberica, and Siberica Lutescens.

W. B. COLE, Painesville, O.

### A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nursery of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

## Quercus palustris (Pin Oak) Fraxinus americana

(White Ash)

## Populus nigra fastigiata

(Lombardy Poplar)

## Ulmus monumental

(Cornish Elm)

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## AUDUBON NURSERY

H. VERZAAL, General Manager

WILMINGTON, P. O. Box 672 N. C.

### Principles and Practice

—OF—

## PRUNING

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## NOTICE

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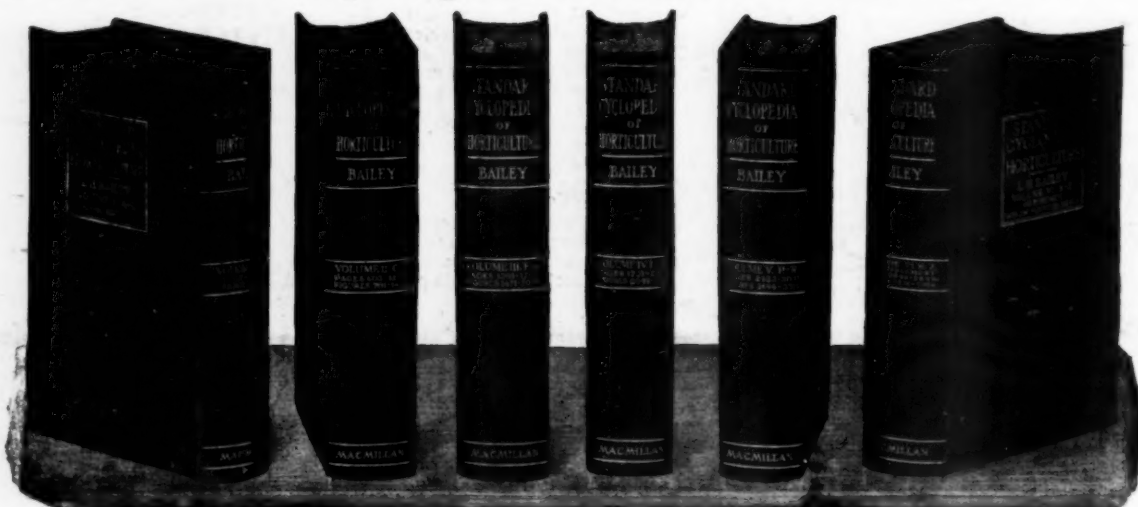
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